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LETTERS  
TO A. P. WATT








LETTERS  
ADDRESSED  
TO  
A. P. WATT



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LONDON  A. P. WATT  
& SON: HASTINGS HOUSE  
NORFOLK ST: STRAND 1909

LETTERS

ADDRESSED

TO

A. P. W.



LONDON: A. L. WATTS  
& SON, CHANCERY LANE  
NORWICH: J. H. ANDERSON

From 'The Autobiography of SIR WALTER  
BESANT.'

' Let me here express my great and lasting gratitude to my agents, Mr. A. P. Watt and his son, by whose watch and ward my interests have been so carefully guarded for eighteen years. During that time I have always been engaged for three years in advance ; I have been relieved from every kind of pecuniary anxiety ; my income has been multiplied by three at least ; and I have had, through them, the offer of a great deal more work than I could undertake. I cannot speak too strongly of the services rendered to me by my literary agents. Of course, there are different kinds of agents. There is the agent, for example, who knows nothing about his business. But the agent who does know his business, who knows also editors,

publishers and their arrangements, may be of immense use to the novelist, the essayist, the traveller—in short, to the author of any book that can command a circulation and a public demand.

‘And such an agent is Mr. A. P. Watt.’



EXTRACTS from 'London Letter' recently contributed to 'The Bookman' (American edition) by Dr. Robertson Nicoll, Editor of 'The Bookman' (English edition), 'The British Weekly,' etc. etc.

### THE LITERARY AGENT

Some twenty years ago Mr. A. P. Watt was engaged with Mr. —, then almost at the head of the publishing trade, as reader of manuscripts. Mr. — did not maintain his position, and his shrewd and able co-adjutor cast about for another field of labour. As a matter of friendship, he disposed of a story by Dr. George MacDonald, and in this way the idea of a Literary Agency occurred to him. Since that time he has advanced by sure and rapid steps, until a very large part of the publishing business is done through his hands.

Other agents have appeared in the field, but, compared with those of Mr. Watt, their transactions are not large. Mr. Watt has a thorough knowledge of the literary world and the publishing trade in all its branches. He has many of the leading authors on his books, and business naturally gravitates to him. It might be added, if it were necessary, that he is a man of much foresight, perseverance, and courage. Firm, yet invariably quiet and courteous, he is not daunted by rebuffs, and as he looks back upon his career he must see in it a succession of unquestionable triumphs, such as few men could have had the wit and strength to accomplish.

. . . . .

The first result of the Literary Agent's work has been a general rise in the prices paid to authors. No living author, it is true, receives the sums which were paid to writers like Charles Dickens and George Eliot ; but it is hardly possible nowadays to rob an author of his or her fair share of profits. One of the most notable novels of this century was sold outright for £500. Seven-

teen years after the author's death the publisher's ledger showed that a profit had been realised by him of over £19,000. One of the most popular novelists of the present day sold the copyrights of her favourite books for about £50 each. She now\* receives for work which is not superior, and which may not sell so well, something like £2,000. The agent takes care that his authors shall never sell a copyright. For a first book he may not be able to get a good royalty, still he sees that there is a royalty, so that in the event of an immense success the author has a share in it. With popular writers the royalty has been increased—in fact the selling of a popular author's book is something like an auction. The volume goes to the highest bidder, though the Literary Agent who knows his business does not give the last turn to the screw. He knows well enough that unless a publisher gets something for himself he will never take proper pains in pushing a book.

\* *Through her agent.*

Another impulse to the Literary Agency was the Copyright Act with America. Authors who contrived to transact business with their own publishers at home found themselves utterly confused and baffled when they had to deal with America. They did not know where to take their wares : they could not tell what terms would be reasonable : and, above all, they could not enforce payment.

One novel which is said to have sold 50,000 copies in America has up to the present hour returned to the writer exactly £25. Here the Literary Agent has proved invaluable, and it is difficult to see how his aid can be dispensed with.



## FORE WORDS

The work of The Literary Agency is to conduct all business arrangements of every kind for Authors and Playwrights ; that is to say, to place MSS. to the best advantage ; to watch for openings ; to sell Copyrights, either absolutely or for a limited period ; to collect Royalties, and to receive other moneys due ; to transfer Literary Property ; to value Literary Property ; to obtain opinions on MSS., etc. etc.

Mr. Watt's long experience, and his large and influential connection with Publishers and Editors, all over the world, enable him to know at once the most likely quarters here, in America, in Australia, and elsewhere, in which to attempt business. Further, his wide experience of Authors, gained from the work he has done for his own Clients, some of whom are enumerated below, and his knowledge of the market for all kinds of literary work, enable him to understand what is the best price that can be asked and obtained.

Writers of the highest eminence have found it advantageous to place their entire literary affairs under Mr. Watt's care, and he is glad to be at liberty to mention, among those for whom he has carried out arrangements during the last few years, the following well-known Authors :—

J. H. M. Abbott, Esq.

C. M. Aikman, Esq., M.A., D.Sc.

W. L. Alden, Esq.

Grant Allen, Esq.

The Most Rev. The Archbishop of Armagh.

Alfred Austin, Esq.

Irving Bacheller, Esq.

Richard Bagot, Esq.

Rt. Hon. A. J. Balfour, M.P.

Miss Jane Barlow.

Robert Barr, Esq.

Louis Becke, Esq.

Hilaire Belloc, Esq.

E. F. Benson, Esq.

Sir Walter Besant.  
William Black, Esq.  
R. D. Blackmore, Esq.  
John Bloundelle-Burton, Esq.  
Guy Boothby, Esq.  
Mrs. Blundell (' M. E. Francis ').  
T. A. Browne, Esq.  
Gelett Burgess, Esq.  
John Burnet, Esq., M.A.  
Mrs. Mannington Caffyn (' Iota ').  
Bernard Capes, Esq.  
Wymond Carey, Esq.  
William W. Carlile, Esq.  
Egerton Castle, Esq.  
R. W. Chambers, Esq.  
G. K. Chesterton, Esq.  
Winston S. Churchill, Esq., M.P.  
Mrs. W. K. Clifford.  
Wilkie Collins, Esq.  
Miss Marie Corelli.  
A. T. Quiller Couch, Esq. (' Q ')  
Mrs. Craigie (' John Oliver Hobbes ').  
Oswald Crawford, Esq., C.M.G.  
Mrs. Champion de Crespigny.  
S. R. Crockett, Esq.

Mrs. B. M. Croker.  
Mrs. Cross ('Ada Cambridge').  
John Davidson, Esq.  
Rev. Principal George C. M. Douglas, D.D.  
Prof. Edward Dowden, LL.D., D.C.L.  
Sir Arthur Conan Doyle, M.D.  
Rev. John Earle, M.A.  
Miss Beth Ellis.  
The Very Rev. Dean Farrar, D.D., F.R.S.  
Sir Percy Fitzpatrick.  
Rev. P. T. Forsyth, M.A., D.D.  
Miss E. Thorneycroft Fowler.  
Miss Edith H. Fowler.  
Tom Gallon, Esq.  
Charles Garvice, Esq.  
Miss Ellen Glasgow.  
Rev. S. Baring-Gould.  
Sydney C. Grier, Esq.  
H. Rider Haggard, Esq.  
Lord Ernest Hamilton.  
Rev. James O. Hannay (George A. Birmingham).  
Thomas Hardy, Esq.  
Miss Beatrice Harraden.  
Mrs. St. Leger Harrison ('Lucas Malet').



Bret Harte, Esq.  
R. Hichens, Esq.  
Headon Hill, Esq.  
Mrs. Hinkson ('Katherine Tynan').  
Major Hobday.  
The Very Rev. S. Reynolds Hole.  
Anthony Hope, Esq.  
Sir William W. Hunter, K.C.S.I., M.A.,  
LL.D., D.L.  
Baroness von Hutten.  
Jerome K. Jerome, Esq.  
Sir Harry Johnston, K.C.B., G.C.M.G.  
Miss Gwendoline Keats ('Zack').  
Rudyard Kipling, Esq.  
Miss Kingsley.  
The Hon. Emily Lawless.  
Miss Le Feuvre.  
Charles Godfrey Leland, Esq.  
William Le Queux, Esq.  
Mrs. Lynn Linton.  
W. J. Locke, Esq.  
George H. Lorimer, Esq.  
The Right Hon. Sir John Lubbock, Bart.,  
M.P., F.R.S., D.C.L., LL.D. (Lord Ave-  
bury).

The Right Hon. The Earl of Lytton, G.C.B.  
Justin Huntly McCarthy, Esq.  
George MacDonald, Esq., LL.D.  
'Ian Maclaren.'  
The Right Hon. D. H. Madden, P.C.,  
LL.D.  
Mrs. Fuller Maitland.  
W. H. Mallock, Esq.  
Her Grace Sydney, Duchess of Manchester.  
Mrs. Mann.  
Arthur W. Marchmont, Esq.  
Sir Clements R. Markham, K.C.B.  
Charles Marriott, Esq.  
Mrs. Maxwell ('Miss Braddon').  
Leonard Merrick, Esq.  
Henry Seton Merriman, Esq.  
J. G. Millais, Esq., F.Z.S.  
F. Frankfort Moore, Esq.  
Arthur Morrison, Esq.  
Henry Newbolt, Esq.  
J. Shield Nicholson, Esq., M.A., D.Sc.  
Arthur H. Norway, Esq.  
Mrs. M. O. W. Oliphant.  
Oliver Onions, Esq.  
The Baroness Orczy.

Lloyd Osbourne, Esq.  
Sir Gilbert Parker, M.P.  
Max Pemberton, Esq.  
Walter Herries Pollock, Esq.  
Sir E. J. Poynter, Bart., P.R.A.  
Julian Ralph, Esq.  
Walter Raymond, Esq.  
Mrs. Baillie Reynolds.  
Morley Roberts, Esq.  
W. Clark Russell, Esq.  
George Augustus Sala, Esq.  
Miss Adeline Sergeant.  
Miss Una L. Silberrad.  
J. A. Spender, Esq.  
Mrs. Burnett-Smith ('Annie S. Swan').  
W. F. Smith, Esq.  
Frank R. Stockton, Esq.  
Halliwell Sutcliffe, Esq.  
Miss Ellen Terry.  
H. C. Thomson, Esq.  
Horace Annesley Vachell, Esq.  
Miss Marie Van Vorst.  
B. L. Putnam Weale, Esq.  
Stanley J. Weyman, Esq.  
Richard Whiteing, Esq.

Sir Francis Wingate, R.A., K.C.B., D.S.O.,  
and Sir Rudolph Slatin Pasha, K.C.M.G.  
Miss Dolf Wyllarde.  
S. Levett-Yeats, Esq.  
W. B. Yeats, Esq.

To the undermentioned Publishers and  
Editors, among many others, Mr. Watt is  
also privileged to refer :—

Messrs. A. and C. Black.  
Messrs. Chatto and Windus.  
Henry Cust, Esq., M.P.  
The Editor of the 'Daily Chronicle.'  
Messrs. Houghton, Mifflin and Co., Boston,  
U.S.A.  
Sir William Ingram, Bart., M.P.  
Of 'The Illustrated London News.'  
W. C. Leng, Esq.  
Messrs. Longmans, Green and Co.  
Messrs. Methuen and Co.  
Sir George Newnes, Bart.  
Messrs. Smith, Elder and Co.  
J. A. Spender, Esq.  
T. S. Townend, Esq.



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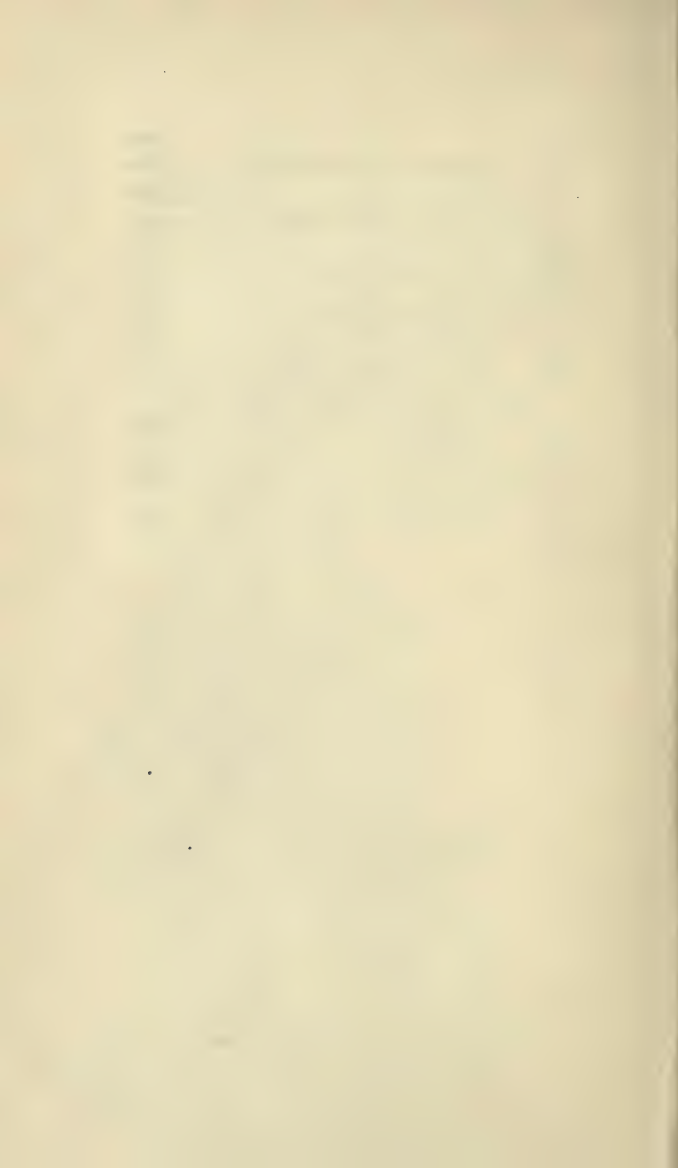
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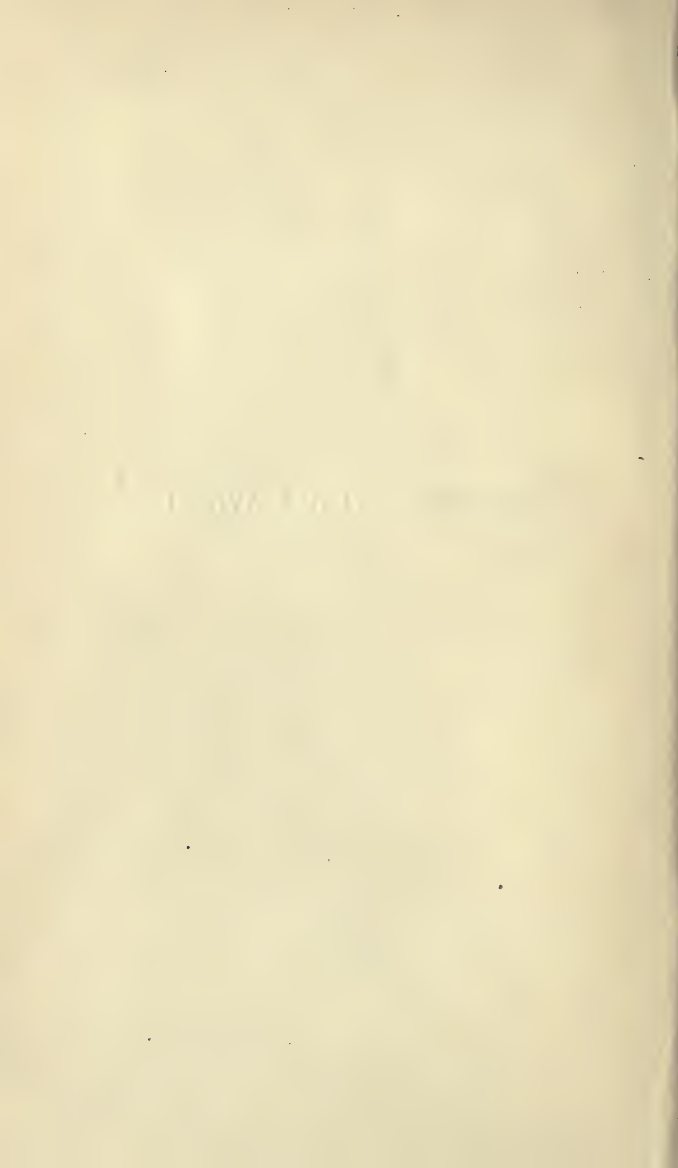


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LETTERS TO A. P. WATT

XVII



This volume contains letters, not printed  
in former editions, from the following  
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Miss Marie Corelli.

Mrs. Champion de Crespigny.

Miss Beth Ellis.

'M. E. Francis' (Mrs. Blundell).

The Baroness von Hutten.

The Baroness Orczy.

George A. Birmingham (Rev. James O.  
Hannay).

Mrs. Baillie Reynolds.

Miss Ellen Terry.

'Katharine Tynan' (Mrs. Hinkson).

Miss Van Voorst.

Miss Dolf Wyllarde.

E. F. Benson, Esq.

Wymond Carey, Esq.

W. W. Carlisle, Esq.

S. R. Crockett, Esq.

Sir Percy Fitzpatrick.

Rev. Principal Forsyth, M.A., D.D.

Charles Garvice, Esq.

Sydney C. Grier, Esq.

W. J. Locke, Esq.

George H. Lorimer, Esq.

Justin Huntly McCarthy, Esq.

Leonard Merrick, Esq.

J. A. Spender, Esq.

B. L. Putnam Weale, Esq.

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From J. H. M. ABBOTT, Esq.

Author of 'Tommy Cornstalk,' 'Plain and  
Veldt.'

AUSTRALIAN CLUB, SYDNEY, N.S.W.

Jan. 2, 1904.

DEAR MR. WATT,

Many thanks for your letter. I enclose receipt, signed and stamped. While wishing yourself and your firm all kinds of success and prosperity for the coming year, and those that are to follow it, I would like to acknowledge my indebtedness to you for all you have done with regard to my two books *Tommy Cornstalk* and *Plain and Veldt*. I feel sure that the success of them both was largely due to the trouble and care, over their publication, which you took. It is indeed, I think, not too much to say that probably neither of them would have seen the light of day had it not been for your efforts on their behalf. At this great distance from London it is almost impossible for authors to deal directly with publishers either with satisfaction to the latter or to

themselves, and if ever I hear of anyone here about to launch MSS. on the London market I always advise 'send it to Watt.' As I know from my own pleasant experience, such a course not only gives the work a very great chance of being published, but also ensures that it is published by good publishers, which, if you come to think of it, is important.

Again wishing you continued success,

Believe me, dear Mr. Watt,

Yours sincerely,

J. H. M. ABBOTT.

From MADAME ALBANESI,  
Author of 'Susannah and One Other,'  
'Capricious Caroline,' etc., etc.

3 GLOUCESTER TERRACE,  
HYDE PARK, W.,  
November 1st, 1907.

DEAR MR. WATT,

Of course you have been  
amazingly helpful to me !

Indeed, looking back over the last few  
years, I do not know what would have  
happened to my work if I had not had the  
great advantage of your wise and tactful  
ministrations. I am more than glad to be  
afforded the opportunity of expressing openly  
the sincere appreciation which both my  
husband and I feel for the untiring care you  
have given to my literary business. With  
kind regards,

Yours sincerely,

E. MARIA ALBANESI.

To A. P. Watt, Esq.

2



From C. M. AIKMAN, Esq., M.A., D.Sc.,  
F.R.S.E.

Author of 'Nature's Workshop,' 'Milk : its  
Nature and Composition.' Editor of  
'Johnston's Agricultural Chemistry,' and  
other works on Agricultural Chemistry.

GLASGOW,  
February 8, 1897.

DEAR MR. WATT,

I have much pleasure in testifying  
to the benefit I have derived during the last  
two years from your valuable assistance in  
connection with the placing and publishing of  
my literary work. You have saved me much  
trouble and worry, and my only regret is that  
I did not enjoy the privilege of utilising your  
wide and varied experience at an earlier  
period.

With best wishes

I remain,

Yours sincerely,

C. M. AIKMAN.

From W. L. ALDEN, Esq.  
Author of 'His Daughter,' 'A Lost Soul,'  
etc.

61 CLOUDESDALE ROAD, S.W.

July 17th, 1898.

DEAR MR. WATT,

Authorship without Messrs. A. P. Watt & Son would be very much like surgery without chloroform. You stand between the author and worry and pain of all sorts. You make his existence not only bearable but pleasant. After six years' experience of your admirable management of my affairs I should as soon think of having a leg cut off without anæsthetics as of trying to earn a living by writing without the aid of Messrs. Watt & Son.

Not only have you saved me a world of worry, but I am certain that you have very materially added to my income. For all this I need hardly say that I am thoroughly grateful. Were I to make a list of the



beneficent inventions of the nineteenth century, I should place the Watt Literary Agency very near the head of the list.

Very sincerely yours,

W. L. ALDEN.

From GRANT ALLEN, Esq.  
Author of 'Philistia,' 'In all Shades,' etc.

THE NOOK, DORKING,  
April 17, 1891.

MY DEAR WATT,

Why, certainly. Nothing could give me greater pleasure than to testify publicly to the great advantage I have derived from your management of my business. In three ways, it seems to me, I've benefited by placing my manuscripts in your hands. First, I've been able to find room for them as serials in mediums which I would never have thought of approaching personally. Second, I've got something for American, colonial, and foreign rights. And third, I've been saved a lot of fuss and bother. And as our relations have been always most cordial in every way, I have never had any cause to regret having put my financial affairs entirely under your supervision. If other fellows will do the same, I don't doubt they'll have reason to be equally satisfied.

Yours very sincerely,

GRANT ALLEN.

From the MOST REV. THE ARCHBISHOP  
OF ARMAGH, Lord Primate of All  
Ireland (WILLIAM ALEXANDER, D.D.).

THE PALACE, ARMAGH,  
October 17th, 1900.

The Archbishop of Armagh acknowledges with gratitude the service rendered to him by Mr. A. P. Watt in the publication of a volume of poems of considerable size.

Mr. Watt selected a publisher for him and obtained good terms ; his charge was extremely moderate, and the Archbishop can sincerely recommend him as a most useful adviser in all business negotiations for authors about to publish.

WILLIAM ARMAGH.

From ALFRED AUSTIN, Esq.  
Poet Laureate.

SWINFORD OLD MANOR,  
ASHFORD, KENT,  
November 10th, 1900.

DEAR MR. WATT,

I thank you for the trouble you have taken in connection with a very small matter, to which, I should like to add, you devoted as much pains as if it had been one of great moment.

I am, yours faithfully,

ALFRED AUSTIN.

From IRVING BACHELLER, Esq.  
Author of 'Eben Holden,' 'Darrell of the  
Blessed Isles,' etc.

SOUND BEACH,  
CONNECTICUT,  
May 9, 1904.

MY DEAR MR. WATT,

As a publisher I have been familiar with your work for years, but its value to an author I knew not until I became one. I am glad to tell you that I am greatly pleased with your management of my business in London. The commission you charge is a trifle compared with the value of your skill.

Yours cordially,  
IRVING BACHELLER.

From RICHARD BAGOT, Esq.

Author of 'A Roman Mystery,'  
'Donna Diana,' etc.

6 VIA SOMMACAMPAGNA,

ROMA,

7 February, 1903.

DEAR MR. WATT,

It is always a pleasure to be able to express gratitude for services rendered ; and I am indeed happy to be afforded an opportunity of recording my gratitude to you for the kindness and valuable assistance I have received at your hands ever since I confided my literary business to your management.

With so many tributes from pens far more distinguished than my own, you can, I think, scarcely need my testimony as to the good advice, the fairness, and the tact that you place at the disposal of your clients ; but I trust that, all the same, you will accept



my very sincere thanks for all you have done  
for me since undertaking the conduct of my  
fictional work.

Believe me,

Very truly yours,

RICHARD BAGOT.

A. P. Watt, Esq.

From the RIGHT HONOURABLE  
A. J. BALFOUR, P.C., F.R.S., D.L., M.P.  
Author of 'The Foundations of Belief,' etc.

4 CARLTON GARDENS,  
LONDON, S.W.,

February 14th, 1895.

DEAR MR. WATT,

I gladly accede to your request that I should allow you to make public my sense of the capacity and energy you have shown in taking off my shoulders all the trouble connected with the publication of my book. I have every reason to congratulate myself on having taken advantage of your services.

Yours very truly,  
ARTHUR JAMES BALFOUR.

From Miss JANE BARLOW,

Author of 'Irish Idylls,' etc.

THE COTTAGE, RAHENY,

CO. DUBLIN,

July 15th, 1899.

DEAR MR. WATT,

With great pleasure I acknowledge how much I am indebted to you for all the kind and expert assistance which has enabled me to avoid being the author of many eminently unsuccessful business letters, as unsatisfactory, perhaps, to my correspondents as to myself. Upon finishing a piece of work, it is so pleasant to find oneself really with nothing to do except feel certain that the best of all possible arrangements are being made on one's behalf—a conviction which I always entertain with confidence, when once I have put the matter into your hands.

With many thanks,

I am, yours very sincerely,

JANE BARLOW.

From ROBERT BARR, Esq.  
Author of 'The Mutable Many,' 'The  
Countess Tekla,' 'In the Midst of  
Alarms,' 'A Woman Intervenes,' etc.

HILLHEAD,  
WOLDINGHAM,  
SURREY,  
July 18th, 1899.

DEAR MR. WATT,

During the last five or six years  
I have had the unique experience of dealing  
with you both as a buyer and as a seller, and  
your valuable assistance to me as an Editor  
has only been equalled by the inestimable  
advantage you have conferred upon me as an  
Author.

Yours very truly,  
ROBERT BARR.

From LOUIS BECKE, Esq.

Author of 'By Reef and Palm,' 'The Ebbing  
of the Tide,' 'His Native Wife,' etc.

MORLEY'S HOTEL,

TRAFALGAR SQUARE,

August 5, 1896.

MY DEAR WATT,

Herewith I send you MS. of new stories, with an intense feeling of satisfaction that the irritating and disagreeable part of my literary labours—the actual business dealings—will in this and all future instances fall on you. This sounds—and is—selfish from a sentimental point of view ; yet at the same time I do feel grateful to you for the wearying and tedious business negotiations you have so successfully carried through for me individually and for myself and colleague Jeffrey jointly. And because he and I live in distant Australia that gratitude is yours tenfold.

When your management of my own literary affairs ceases the public will have become tired of my books, or I shall be earning my living some other way.

Sincerely yours,

LOUIS BECKE.

From HILAIRE BELLOC, Esq.  
Author of 'The Path to Rome,' 'Avril,'  
etc., etc.

104 CHEYNE WALK,  
CHELSEA, S.W.  
June 14th, 1904.

DEAR MR. WATT,

The truest thing I can write with regard to what you have done for me is but a repetition of what I have already expressed to you more than once in conversation, namely, that the function that you have so admirably fulfilled in my own case seems to me to be one of those which were fulfilled by the great publishing houses of an earlier time. It is a function of which the modern writing and reading public felt the lack until you originated the work which is associated with your name. The writer needed encouragement, he needed many business details to be taken off his hands, and he needed all the search for a public proper to his pen to be undertaken by a specialist. How the reader has benefited is evident

enough ; he has had brought to him more readily and more securely the work for which, after all, it is he who creates the demand.

This, shortly, is the public advantage which I see, in company with many others, of such an agency as you have created and developed with a success which I need not insist upon.

Very sincerely yours,

HILAIRE BELLOC.



From E. F. BENSON, Esq.  
Author of 'Dodo,' 'The Vintage,' 'Sheaves,'  
etc., etc.

102 OAKLEY STREET,  
CHELSEA, S.W.,  
July 30.

DEAR MR. WATT,

The business you have done for  
me has invariably been performed with the  
utmost skill, promptitude, and success.

Yours truly,

E. F. BENSON.

From SIR WALTER BESANT,  
Author of 'All Sorts and Conditions of Men,'  
'Children of Gibeon,' etc.

HAMPSTEAD,  
February 26th, 1892.

MY DEAR WATT,

I believe it is now eight years since I placed the management of my fiction work in your hands. During that time you have negotiated for me as many novels and more than as many short stories. In other words, you have enabled me entirely to avoid the only disagreeable part of the literary calling—viz., the placing and the publishing of my books. It is not enough to say that you have been my agent. I must also say that during these years I have never had any anxiety at all about my affairs. My work has always been engaged three years or more in advance, and you have offered me a very great deal more than I could undertake. You have also—which I consider a very important thing—so managed my business that my relations with my publishers have been,

and are, of a most friendly character, and I am sure during your management they will remain so.

I trust that this management will remain undisturbed for the rest of my writing life.

Believe me, my dear Watt,

Yours in friendship and gratitude,

WALTER BESANT.

From MESSRS. ADAM AND CHARLES  
BLACK, Soho Square, London, W.

November 11th, 1895.

DEAR MR. WATT,

It is with pleasure that we add  
our testimony to that of others, for in all  
our transactions with you we have experi-  
enced nothing but straightforwardness and  
courtesy.

Believe us,

Yours very truly,

A. AND C. BLACK.

A. P. Watt, Esq.

From WILLIAM BLACK, Esq.

Author of 'The Strange Adventures of a  
House-Boat,' 'A Daughter of Heth,'  
etc.

PASTON HOUSE,  
PASTON PLACE, BRIGHTON,  
January 26, 1888.

DEAR MR. WATT,

I have much pleasure in saying that the one or two commissions you have undertaken for me have been executed to the satisfaction of every one concerned (to mine, anyway), and that the value of such an intermediary as yourself between author and publisher, in saving the time and attention of both, is so obvious that it must soon become much more widely recognised.

Yours sincerely,

WILLIAM BLACK.

From R. D. BLACKMORE, Esq.  
Author of 'Lorna Doone,' 'The Maid of  
Sker,' etc.

January 4th, 1896.

MY DEAR MR. WATT,

I thank you for tidings of engagement made, and for the skill and attention that have secured it. Although this is my first experience of your good offices, I am grateful already, and am sure of a continuance and increase of that fine feeling.

Very truly yours,

R. D. BLACKMORE.

A. P. Watt, Esq.

From  
JOHN BLOUNDELLE-BURTON, Esq.

Author of 'The Hispaniola Plate,' 'The  
Desert Ship,' 'In the Day of Adversity,' etc.

SCARTH LODGE,

BARNES COMMON, S.W.,

December 16th, 1895

MY DEAR MR. WATT,

I should be very ungracious if I did not appreciate the many services you have done for me in the last few years. For you have not only put money in my purse without any trouble to myself, but you have found channels and outputs for my work which I am quite sure I should never have otherwise lighted on ; and by doing both these things you have not only saved me many precious hours, but also days, weeks and months of trouble.

I am very grateful to you for all this, and hope sincerely that I shall always be the recipient of similar services from you in the future.

And I remain,

Yours very faithfully,

JNO. BLOUNDELLE-BURTON.

From GUY BOOTHBY, Esq.  
Author of 'In Strange Company,' 'A Lost  
Endeavour,' etc.

37 ST. ANDREW'S SQUARE, SURBITON,  
November 10, 1894.

DEAR WATT,

Three years ago on the 25th of this month of November—under a scorching sun, on the other side of the globe—one of your most illustrious clients called these words to me from the deck of a homeward-bound mail steamer, 'Good-bye!—work hard, and put your trust in Watt!' There and then I did put my trust, and from that time to this very moment of grace I have surely had the best of reasons for knowing that such confidence has not been misplaced. How much I owe to your care and indefatigable energy I should find it very difficult to express. You have worked wonders for me, and I can only ask you, in return, to believe that I shall always remain,

Very gratefully yours,

GUY BOOTHBY.



From MRS. BLUNDELL.

(‘M. E. FRANCIS.’)

Author of ‘Simple Annals,’ ‘Stepping Westward,’ etc.

THE MANOR HOUSE,

BLANDFORD ST. MARY,

DORSET,

October 30th, 1907.

DEAR MR. WATT,

I have much pleasure in sending this line of testimony to your valuable services. It is no doubt most helpful to authors to be spared the wear and tear which you take off our hands.

With kind regards,

Yours sincerely,

MARY BLUNDELL.

(‘M. E. FRANCIS.’)

From 'MISS BRADDON'  
(MRS. MAXWELL),  
Author of 'Lady Audley's Secret,' etc.

ANNESLEY BANK, LYNDHURST,  
HANTS, March 16th, 1893.

DEAR MR. WATT,

I now send you the two MSS. The promptitude with which you have placed them enables me to join in the chorus of admiring authors whose letters you have from time to time sent me. . . .

Yours faithfully,

MARY MAXWELL.

A. P. Watt, Esq.

From T. A. BROWNE, Esq.

(‘ROLF BOLDREWOOD’),

Author of ‘Robbery under Arms,’ ‘Old  
Melbourne Memories,’ ‘My Run Home,’ etc.

THE MELBOURNE CLUB,

28th August, 1899.

MY DEAR MR. WATT,

Thank you very much for your highly interesting collection of letters from authors, which in your case may be taken as gratifying acknowledgments from friends. I desire to add my name, with becoming diffidence, to the roll of well-known—indeed illustrious—writers who hold themselves indebted to you for aid in those difficulties which in all ages have beset the path of letters.

I consider your Agency as a valuable, almost indispensable intermediary, in the case of authors who desire to know the market price of their literary property. Since you have kindly acted for me in the disposal of my copyrights, I have been relieved of any trouble and anxiety which

might have arisen between author and publisher ten thousand miles apart. At the same time the cordial relations which have always subsisted between the Messrs. Macmillan and myself have been maintained.

I have every reason to be satisfied with your management of my literary affairs, and make a point of advising any aspirant of promise here to place himself (or herself) unreservedly in your hands.

Believe me,

My dear Mr. Watt,

Yours very sincerely,

T. A. BROWNE.

From GELETT BURGESS, Esq.  
Author of 'The Goop Babies,' etc., etc.

BOSTON,  
May 7th, 1904.

MY DEAR MR. WATT,

It gives me great pleasure to testify to my appreciation of your services in my behalf during the five years you have acted as my agent. I have to be pleased not only with your efforts in selling MSS. submitted to your good offices, but with the fact that you have secured work for me that I would never have been able to get without your aid.

With the best wishes for your continued friendship,

I am,

Yours faithfully,  
GELETT BURGESS.

From JOHN BURNET, Esq., M.A.  
Professor of Greek in the University of  
St. Andrews; Fellow of Merton Col-  
lege, Oxford; author of 'Early Greek  
Philosophy,' 'Greek Rudiments,' etc.

QUEEN'S TERRACE,  
ST. ANDREWS, N.B.,  
July 26th, 1896.

DEAR MR. WATT,

It gives me great pleasure to say that I am very grateful for your services to me. It is a great comfort to be able to send off one's MS. and to know that the best will be done with it without any further trouble to oneself. It is an even greater comfort to be able to sign a very advantageous contract for a book that is not yet written. I have fortunately come to you in time, and have been spared any personal experience of bargaining for the price of my work, but I am quite sure I should never have done so well by my own efforts. But the greatest gain of all is that I have been relieved of the

necessity of making myself acquainted with  
the business side of literary work, for which  
I fear I have no aptitude.

Yours sincerely,

JOHN BURNET.

From MRS. MANNINGTON CAFFYN  
(‘IOTA’),

Author of ‘A Yellow Aster,’ etc.

WEST KENSINGTON, W.,  
17th March, 1894.

DEAR MR. WATT,

Although my authorship is of such very mushroom growth as to be hardly worth mentioning, I must nevertheless join with my betters in thanking you most heartily for having placed my work so successfully, and so comfortably for myself, and for having saved me, no doubt, from many pitfalls, and much anxiety and trouble.

I must also thank you for your kindness and consideration when I came to you absolutely unknown, and in abject terror of any one with so imposing a title as a ‘Literary Agent.’

Very truly yours,

ATHLEEN MANNINGTON CAFFYN.



From 'ADA CAMBRIDGE' (MRS.  
CROSS), Author of 'The Three Miss  
Kings,' 'A Marked Man,' etc.

WILLIAMSTOWN, VICTORIA,  
AUSTRALIA, June 3rd, 1895.

MY DEAR MR. WATT,

It is now a considerable time since I was happily advised to place my literary affairs in your hands, and I have never ceased to congratulate myself on having done so.

While conducting my own business as best I could, at so great a distance from publishers, I was continually harassed by long misunderstandings and delays ; now all goes smoothly, safely, promptly, prosperously, under your expert and judicious management, and with an easy mind and an increasing income I can devote myself wholly to the pleasant part of my profession.

Accept my grateful thanks for your invaluable services and believe me, my dear Mr. Watt,

Very truly yours,  
ADA CROSS.

From BERNARD CAPES, Esq.

Author of 'The Lake of Wine,' 'Adventures  
of the Comte de la Muette,' etc.

OTTERBOURNE,

3rd July, 1899.

DEAR MR. WATT,

I can only say that if your faith in me shall prove to be as well justified as is mine in you, there will be one contented author, at least, by-and-by in England. And in the meantime I exist in the perfect confidence that to this condition of mind I am destined—and through you. You have already, indeed, given me ample proof that man without an agent is a self-stultifying beast ; and I am now of infinitely greater value (ratably) in my own eyes than I was before the beginning of my fortunate connection with you. Pray keep me in conceit with myself by remaining mine faithfully,

As I am always yours faithfully,

BERNARD CAPES.

A. P. Watt, Esq.

From WYMOND CAREY, Esq.

Author of 'No. 101,' 'Love the Judge,' etc.

October 29th, 1907.

DEAR MR. WATT,

Permit me to say briefly but emphatically that since I asked you to act for me I have good reason to be satisfied with the results. You have proved that literary business can also be a bond of friendship. I value your advice, your personal interest and your unfailing courtesy even more than your success in securing the best terms available for a writer's work. My only regret is that I did not come to you sooner.

Believe me,

Yours sincerely,

WYMOND CAREY.

From WILLIAM W. CARLILE, Esq.  
Author of 'The Evolution of Modern  
Money,' 'Economic Method and  
Economic Fallacies,' etc.

THE CONIFERS,  
BYFLEET, SURREY.  
January 5, 1905.

DEAR MR. WATT,

Allow me to thank you very warmly for having placed my recent book on such satisfactory terms. They are more satisfactory indeed than I had ever anticipated obtaining in my most sanguine moments. I could give no better advice to any friend who contemplated publishing than to place his affairs unreservedly in your hands.

Yours very sincerely,

WILLIAM W. CARLILE.

From EGERTON CASTLE, Esq.

Author (with Mrs. Castle) of 'The Pride of  
Jumico,' 'Incomparable Bellairs,' etc.

49 SLOANE GARDENS, S.W.,

February 9th, 1903.

MY DEAR MR. WATT,

It is but a comparatively short time since my literary affairs have been placed in your care : I have but one regret in the matter, namely, that our relations should not have begun many years ago. I think I would be a richer man to-day, and perhaps would not have so many grey hairs ! But, besides the mere pecuniary benefit accruing to myself from our relations, I wish to acknowledge my appreciation of the tact, the courtesy, the generally delightful and sympathetic manner with which you and your son conduct affairs, and which make the 'business' transactions connected with my work a pleasure instead of a worry as of old.

Believe me, with grateful regards,

Yours very sincerely,  
EGERTON CASTLE.

From R. W. CHAMBERS, Esq.

Author of 'Cardigan,' 'Maids of  
Paradise,' etc.

43E 83RD ST., N.Y.,

May 20, 1904.

DEAR MR. WATT,

It gives me great pleasure to express my obligations to you, my confidence in you from a business standpoint, and my esteem for you personally. I trust our relations may continue as agreeably as they have in the past.

Yours sincerely,

ROBERT W. CHAMBERS.

From MESSRS. CHATTO & WINDUS.

214 PICCADILLY, LONDON,

June 2, 1885.

DEAR MR. WATT,

It is with much pleasure that we acknowledge the valuable assistance we have received from you in arranging for the serial publication of the numerous copyright stories which we have intrusted to your care, as well as the agreeable nature of all our other business transactions with you in the purchase and sale of authors' MSS. and copyrights. Your great experience, wide connection, and high standing, both with authors and publishers, must undoubtedly be useful to any one requiring similar help.

Yours very faithfully,

CHATTO & WINDUS.

July 17, 1895.

We have the pleasure of enclosing proof of our letter of June 2nd, 1885, which our further ten years' experience enables us to cordially confirm.

CHATTO & WINDUS.

From G. K. CHESTERTON, Esq.  
Author of 'Browning' (English Men of  
Letters), 'The Wild Knight,' etc., etc.

60 OVERSTRAND MANSIONS, S.W.

DEAR MR. WATT,

The prices you have got me for books, compared with what I used weakly to demand, seem to me to come out of fairyland. It seems to me that there is a genuine business problem which creates a permanent need for a literary agent. It consists in this—that our work, even when it has become entirely a duty and a worry, still remains in some vague way a pleasure. And how can we put a fair price on what is at once a worry and a pleasure? Suppose someone comes to me and says, 'I offer you sixpence for your *History of the Gnostic Heresy*.' Why, after all, should I charge more than sixpence for a work it was so exuberant to write? You, on the other hand, seeing it from the outside, would say that it was worth—so and so. And you would get it.

Yours faithfully,

G. K. CHESTERTON.



From the  
RT. HON. WINSTON S. CHURCHILL,  
P.C., M.P.,

Author of 'The Story of the Malakand Field  
Force,' 'The River War,' etc.

105 MOUNT STREET, W.,  
February 20th, 1901.

DEAR MR. WATT,

During the two years you have managed my business I have derived much benefit and assistance from your services, and I am quite sure that the literary agency over which you preside gives writers a better chance of obtaining the real market value of their production than any effort which they could make themselves. I need scarcely say how pleasant our relations have been during the period of our acquaintance.

Yours very truly,

WINSTON S. CHURCHILL.

A. P. Watt, Esq.

From MRS. W. K. CLIFFORD,  
Author of 'Mrs. Keith's Crime,' 'Aunt  
Anne,' etc.

26 COLVILLE ROAD, W.  
April 23, 1892.

DEAR MR. WATT,

You are a merciful dispensation to authors. You know how to value their works properly, which, as modesty is their besetting virtue, they never do themselves. You look after their interests in those far lands that would otherwise print them with a light heart, but forget to send an appreciative cheque. And you save them trouble: I speak feelingly, for once I had to write letters, which was terrible. Now I only write stories—and sometimes tell them.

All this will help us to live long and leisurely, and perhaps to grow rich.

Yours gratefully,

LUCY CLIFFORD.

From WILKIE COLLINS, Esq.

Author of 'The Woman in White,' 'The  
Moonstone,' 'Heart and Science,'  
etc.

90 GLOUCESTER PLACE,  
PORTMAN SQUARE,  
August 22, 1883.

MY DEAR WATT,

Testimonials are, in one respect,  
like prefaces—the shorter they are, the  
better chance they have of being read. My  
experience of the value of your services since  
I have placed my business in your hands  
may be stated in two words. When I first  
employed you, you were my agent : you are  
now my agent and my friend.

Very truly yours,

WILKIE COLLINS.

WILKIE COLLINS, Esq.

To the intense regret of all lovers of fiction,  
Mr. Wilkie Collins died on the 23rd of  
September 1889. Attached to his Will  
was the following memorandum in his  
own handwriting :—

90 GLOUCESTER PLACE,  
PORTMAN SQUARE, W.,  
January 1, 1887.

I desire that my friend and literary representative, Mr. A. P. Watt, of 2 Paternoster Square, may act as my Literary Executor, and that his advice may be accepted as representing my literary interests and wishes in regard to the copyrights of my books which may remain to be sold, after my death, by my other executors.

WILKIE COLLINS.

From MISS MARIE CORELLI,  
Author of 'A Romance of Two Worlds,'  
'Vendetta,' 'Thelma,' 'Barabbas,' 'The  
Master Christian,' 'Temporal Power,'  
'God's Good Man,' etc., etc.

MASON CROFT,  
STRATFORD-ON-AVON,  
October 12, 1904.

DEAR MR. WATT,

One month's experience of your  
prompt and admirable business methods has  
saved me a whole year of worry. 'For this  
relief much thanks !'

Sincerely yours,

MARIE CORELLI.

From MISS MARIE CORELLI,  
Author of 'A Romance of Two Worlds,'  
'Vendetta,' 'Thelma,' 'Barabbas,' 'The  
Master Christian,' 'Temporal Power,'  
'God's Good Man,' 'The Treasure of  
Heaven,' etc.

MASON CROFT,  
STRATFORD-ON-AVON.

October 30th, 1907.

DEAR MR. WATT,

'One month's experience' of  
your knowledge, tact and business capacity  
has now lengthened into three years of a  
constantly deepening friendship and con-  
fidence, and I cannot express too warmly  
the high opinion I entertain of you, and the  
sincere appreciation I have of the kind way  
in which you are always ready to lighten  
any burden of worry that may threaten to  
fall on my shoulders. Let me just say that  
I value your personal regard and sympathy  
much more than any pecuniary advantage  
your efforts obtain for me, for though it is

good to make money, it is still better to  
make a true friend for life. In this I believe  
I may count myself fortunate with you, and  
for this I sign myself,

Most gratefully yours,

MARIE CORELLI.

A. P. Watt, Esq.

From OSWALD CRAWFURD, Esq.

C.M.G., Chairman of Messrs. Chapman and Hall, Ltd., Editor of 'Chapman's Magazine,' and Author of 'Round the Calendar in Portugal,' 'Beyond the Seas,' etc.

DEAR MR. WATT,

You ask me for my opinion, as a publisher, of the Literary Agent. I will give it to you as publisher and also as an editor and an author.

In all these three capacities I have reason to be glad that the profession of Literary Agent exists, and that I have had the good fortune to deal with so honourable and energetic a member of it as yourself, who, I understand, originally founded the profession. Forgive me if I am so personal as to say that a Literary Agent might conceivably be quite upright and very despatchful, and yet be found wanting by his Clients. Certainly I should not now be trying to express my obligation to you if I had not also met in you much more than this. I have found you



courteous, patient, and most obliging in all the complicated relations, between author and editor and author and publisher, that are sure to arise in the buying and selling of literary wares. I wish every author in the land who is worth anything would employ a Literary Agent. It would save an immense amount of friction and delay.

As Editor, I calculate that, for one hundred MSS. I receive, only two are suitable to the Magazine I superintend. It is not that the other ninety-eight are all bad ; many of them are good, but unsuitable. Now if the hundred were filtered through a capable agent, it is conceivable that many of these unsuitable MSS. would find their way to periodicals glad to get them, whereby their authors would save in patience and postage-stamps, and I in time and trouble.

Sincerely yours,

OSWALD CRAWFURD.

A. P. Watt, Esq.

From MRS. CHAMPION DE  
CRESPIGNY,  
Author of 'The Grey Domino,' 'The  
Spanish Prisoner,' etc.

ROUND HILL,  
LYNDHURST.

October 26, 1907.

DEAR MR. WATT,

I am really glad to have an opportunity of expressing my thanks for all you have done for me. You have managed my business in a way I could never have achieved unaided, and you seem to have taken all the disagreeables on your own shoulders and left me nothing but the pleasant parts of authorship. I have now no fears that my work is not being offered in the most likely quarters, and I have become so accustomed to happily shelving the business details with the certainty that they are in the best hands that I don't think I could ever again face the task of managing—or I should say *mis*-managing for myself.

Not the least satisfactory episode is that through your kind means I have been started on a relationship between my publisher and myself which has since proved to be of the pleasantest. It shows me that agent, publisher and author can work together in perfect accord, and I hope I may enjoy your kind encouragement and assistance for many years to come.

With kind regards,

Yours very sincerely,

ROSE CH. DE CRESPIGNY.

From S. R. CROCKETT, Esq.  
Author of 'The Raiders,' 'The Lilac  
Sunbonnet,' 'The Grey Man,' etc.

BANK HOUSE, PENICUIK,  
MIDLOTHIAN,  
December 12th, 1896.

DEAR WATT,

You and I have worked pretty well together during the past three and a half years. I owe you, therefore, as the least of my obligations to you, some small expression of my gratitude for all the consideration you have showed me, and the amount of conscientious elbow-grease you have put into the care of my affairs in many lands.

You took up my work at a time when both author and work were practically unknown, and when the two of us had been turned away from many very distinguished doors.

You believed in my future when few did, and gave your time and thought with a generous liberality which I should be caitiff and recreant if I did not amply acknowledge.

You took the burden of worry off my shoulders. You said, 'Now, all you have got to do is to put on paper the best that may be in you in the best way you can. I'll attend to the rest!' More than that, by your judicious (and often caustic) advice you kept me from doing a large number of foolish things.

We have never had a misunderstanding—though sometimes I may have kicked over the traces and 'gaed my ain wilfu' gait.' You smiled—I remember just how, and you waited. Then presently, after having come to grief, I was back again telling you I was sorry not to have taken your advice—(but this must not be quoted against me, next time. *That* will be the one exception which proves the rule).

I wish your new *Elzevir* all success, and if you put any word of mine in it, let it be this—that I cannot think of anything more fortunate in my brief literary past, than the

fact that I had the unusual good sense to place my affairs, right from the beginning, in your capable and entirely faithful hands.

I am, my dear Watt,

Very truly yours,

S. R. CROCKETT.

From S. R. CROCKETT, Esq.  
Author of 'The Raiders,' 'The Lilac Sun-  
bonnet,' 'The Grey Man,' etc.

TORWOOD, PEEBLES,  
SCOTLAND.

October 13th, 1907.

My DEAR WATT,

Nearly fifteen years have slipped away since in an old garden under the Pentlands you agreed to take over the care of my affairs.

Well, I hope you have never regretted it, for it has been the strength, the freedom, and the happiness of my life.

You lifted all cares financial from my shoulders. You spoke wise words. You have been, not only the most perfect of business men, but an ever ready friend and wise counsellor.

You said to me, 'Write what you like, and as you like. Leave all the trouble to me!' At first I thought this too great happiness—the programme too good to be possible of realization.

Well, fourteen years have proved it not only to be possible, but well under the mark. You have, I own it now, always advised me well. You have made hard things easy, and cheered me through difficulty by the sympathy of your generous and large heart.

The Literary Agent has been much, but the man and the friend have been more.

I think I ought also to acknowledge what your son, Mr. A. S. Watt, has done. He possesses, along with your faculty for wise counsel, a grasp and clearness of detail simply astonishing, that sixth sense which is that of fair dealing between man and man, and a sense of humour which is the oil upon the wheels of life.

I have not said enough, yet I am afraid of saying too much.

Permit me then, my dear Watt, to wish you and your house at the close of this year the happiness which mine owes in such large measure to you.

Your old friend,

S. R. CROCKETT.



From MRS. B. M. CROKER,  
Author of 'Terence,' 'Diana Barrington,'  
'The Happy Valley,' etc., etc.

6 VICTORIA SQUARE, S.W.

June 30, 1904.

DEAR MR. WATT,

In compliance with your request,  
I gladly write a line for your new Edition,  
being myself a new client.

During the time in which you have kindly  
managed my literary affairs, the result has  
been most satisfactory.

Yours sincerely,

B. M. CROKER.

From JOHN DAVIDSON, Esq.  
Author of 'Fleet Street Eclogues,' 'Ballads  
and Songs,' etc.

GROSVENOR CLUB,  
BOND STREET, W.  
18th June, '95.

DEAR MR. WATT,

I have much pleasure in expressing my entire satisfaction with the manner in which you have conducted any business of mine that has had the good fortune to pass through your hands.

Besides other important advantages of your Agency, the relief from business worry is invaluable.

Yours very truly,

JOHN DAVIDSON.

From REV. GEORGE C. M. DOUGLAS,  
D.D., Principal, and formerly Professor  
of Hebrew and Old Testament Exegesis  
in the Free Church College, Glasgow.

GLASGOW,  
14th June, 1895.

DEAR MR. WATT,

I have to acknowledge the thoughtful kindness which I experienced at your hands when arranging for the publication of my volume 'Isaiah One and His Book One.' I must leave poets to sing your praises and novelists to work up their observations and experiences, and statesmen to give public testimony to the skill with which you guided their literary efforts. But perhaps you have had to do with fewer theologians. If so, may I join in the chorus of approbation, and express my hope that you will long continue to be known as a good and true friend of both publishers and authors.

I am,

Yours very truly,

GEORGE C. M. DOUGLAS.

From EDWARD DOWDEN, Esq., Litt. D.,  
Dublin ; LL.D., Edinburgh ; D.C.L.,  
Oxford ; Professor of English Literature  
in the University of Dublin ; Clark  
Lecturer in English Literature, Trinity  
College, Cambridge.

Author of 'Shakspeare : A Critical Study of  
his Mind and Art,' 'Studies in Literature,'  
etc.

TRINITY COLLEGE, DUBLIN,  
Oct. 27th, 1894.

MY DEAR MR. WATT,

I have to thank you heartily for  
taking all trouble off my hands respecting  
the book I entrusted to you, and for making  
a decidedly more advantageous arrangement  
for me than I could have made myself. I  
said to you that I trust in your advice as  
a layman might in that of his clerical direc-  
tor. I am sure I shall not wish to revert  
to my unwise state of independence.

Believe me,

Very truly yours,

EDWARD DOWDEN.

From SIR ARTHUR CONAN DOYLE,  
M.D.

Author of 'Micah Clarke,' 'The White  
Company,' etc.

12 TENNISON ROAD,  
SOUTH NORWOOD,

Dec. 14, 1891.

DEAR MR. WATT,

Our connection has been most satisfactory to me in every way. I can unhesitatingly say that I have had better prices, more time to myself, and far less exasperation, since you were good enough to take over the management of my business affairs. Thanking you for your invariable carefulness and promptness,

I am, very truly yours,

A. CONAN DOYLE.

June 7, 1894.

Three years and a half have passed since I wrote the above, and my only wish now is to find some more positive terms still in which to express my gratitude to you for your assistance.

A. C. D.

From the REV. JOHN EARLE, M.A.,  
Rawlinsonian Professor of Anglo-Saxon at  
the University of Oxford ; Prebendary of  
Wells, and Rector of Swanswick. Author  
of 'A Simple Grammar of English now in  
Use,' etc.

SWANSWICK RECTORY, BATH,

May 24, 1893.

DEAR SIR,

I am greatly obliged to you for sending me your Elzevirian little volume, pleasing both to eye and mind. I had long ago dreamed of such an agency, had felt sure that it existed because the nature of things required it, had even set out and consulted legal friends in town, and, when I found it not, returned hardly convinced that it was an empty dream. Among the new things learned by reading your volume is this, that you have been the first to set up an institu-

tion which a suffering branch of humanity  
had unconsciously longed for and dimly  
prophesied of.

I am, dear Sir,

Yours faithfully,

J. EARLE.

A. P. Watt, Esq.

From MISS BETH ELLIS,  
Author of 'Barbara Winslow—Rebel,' 'The  
Moon of Bath,' etc.

'THE HOLLIES,'

WIGAN.

October 26th, 1907.

DEAR MR. WATT,

I am very glad indeed to take this opportunity of thanking you for the unfailing help and encouragement you have given me throughout my literary career. Without your assistance I am sure my first book would never have found a publisher, and without your advice I could never have steered my way through the multitudinous quagmires of English and American copyrights and dramatic rights. I am no business woman, and it is therefore a great relief to me to have all these complicated money matters taken off my hands by one whom I look upon not merely as a



capable literary adviser, but as a trusted friend.

With kind regards,

Believe me,

Yours very sincerely,

BETH ELLIS.

From THE VERY REV.  
F. W. FARRAR, D.D., F.R.S.,  
DEAN OF CANTERBURY,  
Author of 'The Life of Christ,' 'Darkness  
and Dawn,' etc.

17 DEAN'S YARD,  
WESTMINSTER,  
March 16, 1891.

DEAR MR. WATT,

It gives me great pleasure to say that you have saved me much trouble this and last year, in making the business arrangements for my books. If I had enjoyed the advantage of your advice for some of my other books, I should by similar arrangements have saved many thousands of pounds. With sincere thanks,

I am,

Yours very truly,

F. W. FARRAR.

From SIR PERCY FITZPATRICK,  
Author of 'Jock of the Bushveld,' 'The  
Transvaal From Within,' etc.

JOHANNESBURG.

22 Jan. 1908.

DEAR MR. WATT,

I am glad to add my name to the long list of those who express appreciation of your prompt and careful management of matters entrusted to your care. It is particularly welcome to one at a great distance to know that there is a man on the spot who can be relied on to do all that is necessary.

Yours faithfully,

J. PERCY FITZPATRICK.

A. P. Watt, Esq.

From the REV. P. T. FORSYTH, M.A.,  
D.D., Principal of Hackney Theological  
College, Hampstead.

Author of 'Positive Preaching and Modern  
Mind' (Yale Lectures, 1907), etc., etc.

HACKNEY COLLEGE,  
FINCHLEY ROAD, HAMPSTEAD,  
LONDON, N.W.

May 7, 1908.

MY DEAR MR. WATT,

I wish I had known you  
earlier. It would have meant a good deal  
to me. I can but join with so many in the  
tribute of appreciation—both friendly and  
commercial—with which the little book  
abounds. When one has found a theme  
and a treatment, to have the finding of a  
market taken off one's hands is an unspeak-  
able relief if one has more admiration for  
business than aptitude. To rear and mould  
our intellectual children is tax enough.

How grateful we may be to those who float them out into life and give them their opportunity ! You are that family friend.

Sincerely yours,

P. T. FORSYTH.

From MISS E. THORNEYCROFT  
FOWLER,

Author of 'Concerning Isabel Carnaby,'  
'A Double Thread,' etc.

WOODTHORNE, WOLVERHAMPTON,  
August 11, 1890.

DEAR MR. WATT,

Although I first met you only this year, I already appreciate you as a fountain of both pleasure and profit, and feel much gratitude to you for your services.

In the first place, you seem to be a sort of literary hazel-twigg, possessing the magic quality of discovering Pactolian streams in most unlikely and unlooked-for spots. And, in the second, I find it a vast relief to push the burden of all my business arrangements on to your most efficient shoulders. One woman cannot be 'like Cerberus, three gentlemen at once'—that is to say, an author, a good business-man, and a man about town: yet these I tried to be before I met you; but now I cheerfully devote

myself to my tongue and my pen, and leave you to look after my pocket ; with every confidence that—while I am enjoying myself—my pocket will give me full satisfaction, owing to your help.

I agree with the Irishman who said, ‘ I don’t care whether I live or die as long as I keep my health ’ ; and I am convinced that every author who endorses this sentiment will do well to place his or her business arrangements in your hands, and so be saved no end of anxiety and trouble.

Believe me, dear Mr. Watt,

Yours very truly,

ELLEN THORNEYCROFT FOWLER.

From Miss EDITH H. FOWLER,  
Author of 'A Corner of the West,' etc.

WOODTHORNE, WOLVERHAMPTON,  
November 17th, 1900.

DEAR MR. WATT,

I am most grateful for the valuable services you have rendered me in the management of my affairs, and for the care you have taken of all my interests. You have not only saved me from much trouble and many mistakes, but have also ensured me distinct advantages for which I shall always feel greatly indebted to you.

I look forward to long regarding you as a literary friend as well as a professional agent.

Yours very sincerely,  
EDITH HENRIETTA FOWLER.



From TOM GALLON, Esq.  
Author of 'Tatterley,' 'A Prince of Mis-  
chance,' etc.

6 VERULAM BUILDINGS,

GRAY'S INN, W.C.,

March 16th, 1899.

DEAR MR. WATT,

Herewith I enclose agreement,  
duly signed; it all seems most clear and  
satisfactory.

As, with the signing of this paper, I com-  
mence what is really a new phase of my  
career, I should like to take the opportunity  
of thanking you for your efforts on my behalf  
—efforts from which I have already derived  
benefits, in a monetary sense, such as I could  
hardly have expected, especially in so short  
a time. To have made more, out of one  
novel, *before it has been actually published*,  
than out of the whole of the preceding ones,  
lumped together, when acting for myself, is  
surely something of an achievement!

Many thanks again.

Always most sincerely yours,

TOM GALLON.

From CHARLES GARVICE, Esq.  
Author of 'Just a Girl,' 'Diana and Destiny,'  
etc.

LITTLE SILWORTHY,  
BRADWORTHY, HOLSWORTHY,  
DEVON.

March 14, 1907.

MY DEAR WATT,

I am writing you a letter of thanks for the very great deal you have done for me.

When I came to you I was, like most authors who do their own business, worried and bothered to death by irritating letters, interviews and negotiations ; and the worries and bothers of all these things took a great deal more out of me than my literary work. From the first day I stepped into your office the big burden fell from my shoulders, and, freed from it, I have been able to do ever so

much more work, and, of course, you have got far better prices for it than I used to get. I am quite convinced that the cause of many a literary man's breakdown is the incessant wear and trouble which are entailed by his futile efforts to manage his own business affairs. If one thinks of it for a moment, one cannot fail to see that the author needs someone between him and the publisher, someone who will not, in a moment of despondency, undervalue the work for sale, as the author is so apt to do, and, on the other hand, someone who will not, being led astray by a false estimate of its value, refuse a good offer. Of course there are several other obvious reasons why a literary agent is simply indispensable to the author ; but the above will serve.

In a word, my dear Watt, I am full of gratitude to you. I wish I could express myself more forcibly ; for you have done very much for me, and in so pleasant and tactful a fashion that I always feel, when I am coming to you, that I am approaching a friend who has my best interests at heart, as

well as an adviser who will take care that I  
make no false step.

Believe me,

Yours very truly,

CHARLES GARVICE.

From Miss ELLEN GLASGOW,  
Author of 'The Battleground,' 'The  
Deliverance,' etc.

ONE WEST MAIN STREET,  
RICHMOND, VIRGINIA.

March 31st, 1904.

MY DEAR MR. WATT,

Indeed, it gives me the greatest pleasure to express my appreciation of your zealous care of the British rights of my books. I can't tell you how much worry you have saved me (for as a Southerner and a woman I naturally detest business) since you have so kindly taken out of my hands the only part of my work I found irksome—and this was the securing of an English publisher.

Believe me, my dear Mr. Watt,

Very sincerely yours,

ELLEN GLASGOW.

From REV. S. BARING-GOULD,  
Author of 'Mehalah,' 'John Herring,' etc.

LEW TRENCHARD HOUSE,  
N. DEVON,  
July 15th, 1898.

DEAR MR. WATT,

I am thoroughly satisfied with the manner in which you have been so good as to carry on negotiations for me relative to my literary children and to put them in situations where they can do well.

I remain,

Yours truly,

S. BARING-GOULD.

A. P. Watt, Esq.

From SYDNEY C. GRIER, Esq.  
Author of 'The Heir,' 'The Power of the  
Keys,' etc., etc.

EASTBOURNE.  
October 28th, 1907.

DEAR MR. WATT,

I have much pleasure in  
stating that on the two books put into your  
hands I have received a considerably higher  
rate of royalty than heretofore—and a large  
proportion of it in the shape of advances.

Believe me,

Yours very truly,

SYDNEY C. GRIER.

A. P. Watt, Esq.

From H. RIDER HAGGARD, Esq.  
Author of 'King Solomon's Mines,' 'She,'  
etc.

DITCHINGHAM HOUSE, NORFOLK,  
4th June, 1892.

DEAR WATT,

We have now been in close business connection for several years, and I wish to take an opportunity of expressing my gratitude to you. When first you took charge of my affairs they were in considerable confusion ; moreover, I was hampered by a 'hanging' agreement, to which, in my inexperience, I had been foolish enough to set my hand, that might well have brought me to something like ruin so far as my literary ventures were concerned.

From this disastrous contract you contrived to free me by the exercise of an admirable tact, and that same tact has been conspicuous in all subsequent matters that you have managed for me.



From the day when I met you I have had no single difficulty with any publisher with whom you have negotiated on my behalf, and I know that, after paying all expenses, you have made a great deal more for me out of my works than I could possibly have secured by my own efforts. Also, you have saved me an infinity of trouble and anxiety.

With kind regards,

Believe me,

Very sincerely yours,

H. RIDER HAGGARD.

From LORD ERNEST HAMILTON,  
Author of 'The Outlaws of the Marches,'  
'Mary Hamilton,' etc.

SHANTOCK HALL,  
BOVINGDON,  
March 25th.

DEAR MR. WATT,

It gives me the greatest pleasure to express the appreciation which I feel of the way in which you have aided me in my literary efforts, by satisfactorily disposing of the various MSS. which from time to time I have entrusted you with, MSS. too which, I cannot disguise from myself, I might otherwise have had some difficulty in placing.

Yrs. v. truly,  
ERNEST H. HAMILTON.

From the REV. JAMES O. HANNAY  
(GEORGE A. BIRMINGHAM),  
Author of 'The Seething Pot,' 'The Bad  
Times,' etc., etc.

THE RECTORY, WESTPORT,  
CO. MAYO,  
October 25, 1907.

MY DEAR MR. WATT,

Knowing nothing of you except your name and the nature of your profession I sent you four years ago the MS. (illegible as mine usually are) of the first novel I ever wrote. Since then I have wondered at my own temerity. Why should you have troubled yourself with the work of an unknown author who had not even the sense to use a typewriter? To this day I don't understand why you didn't post my parcel straight back to me. You didn't. On the contrary you took pains and discovered a somewhat dubious and reluctant publisher. Since then, although I am no great one in the world of letters, you have, without

grudging, taken trouble over every book I have written, and managed the business part of my literary ventures in such a way as to secure me advantages which I should certainly never have got for myself.

I am, and I hope I shall long remain,  
Your grateful client,

JAMES O. HANNAY.  
(GEORGE A. BIRMINGHAM).

A. P. Watt, Esq.

From THOMAS HARDY, Esq.

Author of 'Far from the Madding Crowd,'  
'The Woodlanders,' 'Tess of the  
D'Urbervilles,' etc.

MAXGATE, DORCHESTER,

January 10th, 1892.

DEAR MR. WATT,

. . . I enclose herewith the receipt, and have to thank you for saving me a considerable deal of trouble in arranging for the simultaneous publication of the story here and abroad. *By your management the pecuniary result is bettered, without mulcting any one.*

Yours very truly,

THOMAS HARDY.

From MISS BEATRICE HARRADEN,  
Author of 'Ships that Pass in the Night,'  
'In Varying Moods,' etc.

HAMPSTEAD,  
Nov. 15th, 1895.

DEAR MR. WATT,

Before leaving England for California next week, I am doing myself the pleasure of writing to thank you very sincerely for the comfort and peace which you have administered to a bewildered brain. Nothing could be more satisfactory to me than the arrangements which you have made for the publication of my new book both in England and America : and apart from the pecuniary advantages which your experienced help has secured for me, I greatly value your courteous tact, a quality which ought surely to be included amongst the Christian virtues of the comfortable kind. So now, entrusting to your care all my literary affairs, I am going off to look after my lemon trees, frail creatures which cannot do so well without my

personal fostering : and during these winter months you may think of me ranching, working diligently at my story, collecting the beautiful wild flowers of the Golden State, and revelling in the delightful sunshine. Then when the month of May is with us once more, I shall return, with my book in one hand, and perhaps some lemons in the other, although I am not quite sure about the lemons.

And now, dear Mr. Watt, thanking you once more for all your kind help,

I am,

Yours sincerely,

BEATRICE HARRADEN.

From MRS. ST. LEGER HARRISON  
(‘LUCAS MALET’),

Author of ‘The Wages of Sin,’ ‘Colonel  
Enderby’s Wife,’ ‘A Counsel of Perfection,’  
etc.

KARACHI, SIND, INDIA,  
Jan. 7, 1895.

DEAR MR. WATT,

I must seem to have passed into a surprising silence, after our many meetings and much talk. I have intended writing to you, but neither life on board ship nor a tropical climate conduce to activity of brain or pen. Now we have finished our travelling for a while and are staying with a very dear friend here in Sind, on the edge of the desert, in air which seems to fill one with life and health.

I know India so well through books and through friends. But things read of and talked of and things seen are, after all, vastly different. And I find this a more wonderful, far, far more wonderful and picturesque



land than I had dreamed of. I am enjoying myself greatly.

And the enjoyment is, really, thanks to you. But for your help, and the trouble you took regarding my book, I could not have indulged myself with this long flight Eastward. I think of you with very true gratitude. Unaided by your knowledge and patience, and diplomacy, I certainly should never have realised so satisfactory terms for my book, and were it not that I know my affairs are in your safe keeping, I could not take the thorough rest I am now taking, putting all thoughts of business behind me and living simply in the pleasant present. I hope you and yours are well.

Yours always most truly,

MARY ST. LEGER HARRISON.

From BRET HARTE, Esq.

Author of 'Maruja,' 'In the Carquinez Woods,' 'On the Frontier,' 'By Shore and Sedge,' etc.

CONSULATE OF THE UNITED  
STATES OF AMERICA,  
GLASGOW, May 21, 1885.

My DEAR MR. WATT,

In sending you back the last proofs of *Maruja* to transmit to the publishers, I want to thank you for the trouble you have taken in connection with this part of your service to me as my agent—not the least of your valuable help to the literary man in his relations with his publishers. It is hardly necessary for me to repeat what I have already told you of my satisfaction with the financial result of your business arrangements with the publishers, both here and in America. Your disposal of *Maruja* to the two largest illustrated weeklies in Great Britain and America was managed with great tact, delicacy, and patience, and I can

believe you have pleased the publishers as much as the author.

*No recommendations from me to my brother authors can be as potent as a recapitulation of these facts, and I doubt if you require anything more.* Until authors know a little more about business, and are less likely to feel that it interferes with that perfect freedom essential to literary composition, it seems better that they should employ a *business man* to represent them with those other *business men*, the publishers. And I hope I won't shock your modesty by adding that I don't think they can find a better man for that purpose than *yourself*. For *myself*, I am quite convinced that *the commission I pay you has been fully returned by the appreciation of the market value of my work through your efforts*, to say nothing of the saving of time and trouble to me during the progress of that work.

I am, dear Mr. Watt,

Very truly yours,

BRET HARTE.

From ROBERT HICHENS, Esq.  
Author of 'A Green Carnation,' 'Flames,'  
'The Woman with the Fan,' etc.

19 ASHLEY HOUSE,  
SHAFTESBURY AVENUE, W.C.,  
Oct. 19, 1897.

DEAR MR. WATT,

My experience with you has been short but very satisfactory to me. Your energy in looking after my affairs, and your success in conducting negotiations for the placing of my work, has entirely fulfilled the expectations of your ability roused in me by the famous author who recommended me to you.

I am very glad to take this opportunity of saying that I consider the day on which I made your acquaintance a fortunate one for me.

Believe me,

Dear Mr. Watt,

Yours sincerely,

ROBERT HICHENS.

From HEADON HILL, Esq.  
Author of 'By a Hairsbreadth,' etc.

TOTLAND BAY,  
ISLE OF WIGHT,  
December 2, 1897.

DEAR MESSRS. WATT,

If you have got room for 'a little one,' I should like to add my voice to the chorus of approval. In my case that approval is complete as to the past, and confident as to the future. Since you have shepherded my once wandering footsteps I have had money in my pocket, peace in my mind, and, as a natural consequence, health in my body. And what more could I want?

Yours very truly,

HEADON HILL.

From MRS. HINKSON.  
(‘KATHARINE TYNAN.’)

Author of ‘Dick Pentreath,’ ‘For Maisie,’  
etc., etc.

GREENHURST,  
CHIPPERFIELD,  
KING’S LANGLEY.

October 26, 1907.

DEAR MR. WATT,

You have now transacted my business for a number of years and I should like to express my grateful acknowledgments of the care with which you have looked after my interests and the intelligence you have devoted to them. You have the gift of turning your clients into personal friends, and if I were not your very much obliged client, I should like to sign myself

Your friend,

KATHARINE TYNAN HINKSON.

From 'JOHN OLIVER HOBBS'  
(MRS. CRAIGIE),  
Author of 'Some Emotions and a Moral,'  
'Robert Orange,' &c. &c.

LANCASTER GATE, W.,  
January 3rd, 1901.

MY DEAR MR. WATT,

It gives me the greatest pleasure to thank you for the most admirable way in which you have relieved me—without the least shadow of unfriendly complications—from all business worries in connection with my literary work. I don't know which to praise the more—your good advice or your tact.

Believe me, dear Mr. Watt,

Yours very sincerely,

PEARL MARY TERESA CRAIGIE.

From MAJOR E. A. P. HOBDAV,

Author of 'Sketches on Service.'

RAWAL PINDI,

January 18th, 1899.

DEAR MR. WATT,

I intended to have written to you some time ago, but have been prevented from doing so for a month past by the stress of extra work resulting from the so-called 'Mad Fakir's' raid into the Upper Swat Valley, which kept me on the move up in those parts, and left me no leisure for correspondence.

However, I have now managed to get away on a few days' leave, as things have quieted down again, and hasten to let you know how satisfied I am with the arrangements made by you relative to the production of my *Sketches on Service* and the excellent way in which the book has been turned out.

Without the existence of an agency such as yours, it would be impossible for anyone



who has been, like myself, continuously on frontier service for the last year and a half, to produce any work. The delay and waste of time in carrying on direct communications with the publishers in such a case would be most unsatisfactory, and it is this weight of trouble and responsibility which your good offices remove.

Under these satisfactory circumstances I can only thank you again for your invaluable assistance, and the successful negotiations which took all details out of my hands.

I trust that if I have anything in the future from my pen or pencil worthy of presenting to the public, you may once more have an opportunity of managing my affairs, as I am sure no one could have done so better.

Yours sincerely,

E. A. P. HOBDAV.

From THE VERY REV.  
S. REYNOLDS HOLE, D.D.,  
DEAN OF ROCHESTER,  
Author of 'Then and Now,' 'A Book  
about Roses,' etc.

THE DEANERY, ROCHESTER,  
January 10, 1902.

DEAR MR. WATT,

I desire to express my grateful appreciation of your successful arrangements for the publication of *Then and Now*. You made for me far more advantageous terms than I had previously obtained, or could have obtained on the present occasion without your interposition.

Sincerely yours,  
S. REYNOLDS HOLE.

From ANTHONY HOPE, Esq.

Author of 'The Prisoner of Zenda,' 'Mr.  
Witt's Widow,' etc.

June 28th, 1894.

MY DEAR MR. WATT,

It gives me great pleasure to express my obligation to you. I am satisfied that I did a wise thing when I asked you to take entire charge of the business connected with my stories. The result has been both pleasant and profitable, and I have to give you most hearty thanks for your diligence and activity on my behalf no less than for your kindness and good advice. A writer must be grateful who finds his life simplified and his income amplified—and these agreeable things I have experienced from your hands. With kind regards to yourself and your son

Very truly yours,

ANTHONY HOPE.

A. P. Watt, Esq.

From SIR WILLIAM W. HUNTER,  
K.C.S.I., M.A., LL.D., D.L.

Author of 'The Annals of Rural Bengal,'  
'The Imperial Gazetteer of India,' 'Life  
of the Earl of Mayo,' 'The Old Mis-  
sionary,' 'The Thackerays in India,' etc.

OAKEN HOLT, NEAR OXFORD,  
3rd December, 1897.

DEAR MR. WATT,

I gladly express my sense of the  
ability and tact with which you have ar-  
ranged for the publication of my 'History of  
British India' in five volumes. The negotia-  
tion was somewhat complicated, owing to  
the scale of the work, and the time and risks  
involved. I thank you for conducting it to  
a conclusion fair in itself, and satisfactory to  
all the parties concerned.

Believe me,

Very faithfully yours,

W. W. HUNTER.

A. P. Watt, Esq.

From the BARONESS VON HUTTEN,  
Author of 'Pam,' 'What Became of Pam,'  
'The Halo,' etc., etc.

CASTEL SAN GIORGIO,  
PORTOFINO,  
ITALY,  
November 11th, 1907.

DEAR MR. WATT,

It gives me very great pleasure to express to you my gratitude for the kindness and skill you have shown in the management of my literary affairs.

Hoping that you will always take from my incapable shoulders the burden of business involved in the delight of novel writing,

I am,

Yours very sincerely,

BETTINA VON HUTTEN.

A. P. Watt, Esq.

From  
SIR WILLIAM INGRAM, BART., M.P.  
Of 'The Illustrated London News.'

198 STRAND, W.C.,  
May 20, 1887.

DEAR SIR,

I have now for some years past through your agency arranged for the publication of nearly all our Serial Novels and Special Number Stories, and have always had the greatest satisfaction in my dealings with the authors for whom you have been acting. I shall be very glad to see you as to my arrangements for next year's serial novels.

I am, very truly yours,

WILLIAM INGRAM.

From JEROME K. JEROME, Esq.  
Author of 'Three Men in a Boat,' 'Idle  
Thoughts of an Idle Fellow,' etc.

SIDONIENSTRASSE 15, II.,

DRESDEN, A.,

January 9th, 1901.

DEAR WATT,

I am very satisfied not to be my own business man. It is not that I do not appreciate the value of my own work. It is that I am never able to convince editors, and publishers, of its value. *You* it is who open their eyes to the truth concerning me, much to my advantage.

May you live long and prosper me !

Yours sincerely,

J. K. JEROME.

A. P. Watt, Esq.

From SIR HARRY JOHNSTON,  
K.C.B., G.C.M.G.

Author of 'The Uganda Protectorate,' etc.

27 CHESTER TERRACE,

REGENT'S PARK,

July 9th, 1902.

DEAR MR. WATT,

My book on Uganda is now successfully launched, and I have to thank you with much emphasis for your share in the matter a year ago. I am thoroughly satisfied with the publishers you selected, and with the terms you made.

I hope on some future occasion to have once more recourse to your help as an intermediary.

Believe me,

Yours very truly,

H. H. JOHNSTON.



From 'ZACK' (Miss Gwendoline Keats),  
Author of 'The White Cottage,' 'Life is  
Life,' etc.

FRUIT HILL, CARLOW,  
March 2.

DEAR MR. WATT,

My friends advised me to resort  
to you for a pick-me-up after a too free in-  
dulgence in pickles, and you know I was  
wise enough to profit by their advice.

Sincerely yours,

GWENDOLINE KEATS ('Zack').

From MISS KINGSLEY  
(Officier de l'Instruction Publique),  
Author of 'A History of French Art,' etc.

KEYS, EVERSLEY,  
March 14th, 1901.

DEAR MR. WATT,

It is a great pleasure to be allowed to record my grateful thanks for your un-failing kindness and wise advice.

Ever since you took charge of my literary affairs some few years ago, I have known a sense of security and freedom from anxiety in such matters which is a new and most pleasant experience. My only regret is that I, and others of my family, did not know you earlier ; for it would have been immensely to our advantage.

Believe me,

Dear Mr. Watt,

Yours most truly,

ROSE G. KINGSLEY.

From RUDYARD KIPLING, ESQ.  
Author of 'Plain Tales from the Hills,'  
'Soldiers Three,' etc.

LONDON, March 5, 1890.

MY DEAR WATT,

All thanks for cheques, type,  
and tale. What can I say? You've only  
doubled my income, and given me good  
advice into the bargain. 'Thank you' seems  
rather an ineffective return, doesn't it?

Sincerely yours,

RUDYARD KIPLING.

BRATTLEBORO',  
September 13, 1892.

DEAR WATT,

. . . And now, having dis-  
posed of business in hand, let me thank you  
again for the skill, care, and foresight with  
which you have conducted my writing-affairs  
for the past three years. Large though the

money value to me has been, that is the least part of it. It is the absence of friction and worry for which I am grateful ; and mere cash cannot be counted against these things.

Sincerely,

RUDYARD KIPLING.

LONDON,

January 15, 1900.

DEAR WATT,

It is now ten years since I first entrusted you with all my business ; and I think the history of your campaigns in my behalf during that period would make a more interesting book than any I have put forth. But that book will never be written, and this is only a line before I go South to say that I am, as ever,

Yours sincerely and gratefully,

RUDYARD KIPLING.

From THE HON. EMILY LAWLESS,  
Author of 'Hurrish,' 'With Essex in  
Ireland,' etc.

HAZELHATCH, SHERE,  
GUILDFORD,  
August 15th, 1899.

DEAR MR. WATT,

I am glad to have this opportunity of thanking you for the assistance you have been to me during the last few years, especially for your having done away with that friction which is the most formidable drawback to all literary effort.

Yours truly,

EMILY LAWLESS.

From MISS AMY LE FEUVRE,  
Author of 'Probable Sons,' 'Roses,' etc.

WINDSOR,  
February 18th, 1899.

DEAR MR. WATT,

I am glad to have an opportunity of stating what an immense relief it has been to me since you have taken my affairs into your hands. And though I cannot place my little stories on the same level as those of the distinguished authors for whom you conduct business, still I know that they make as great a demand on your time, and require an equal amount of care. This you have not failed to give them.

I am grateful to the friend who first advised me to place my MSS. in your hands.

Believe me,

Yours very truly,

A. LE FEUVRE.

From  
CHARLES GODFREY LELAND, Esq.  
(‘HANS BREITMANN’),

Author of ‘Breitmann’s Ballads,’ ‘English  
Gypsies and their Language,’ ‘Lays of  
the Land and Songs of the Sea,’ etc.

HOTEL TYROL, INNSBRUCK,  
Sept. 28th, 1894.

DEAR MR. WATT,

I have been very much gratified and also somewhat astonished at the promptness with which you ‘placed’ for me a work which in less experienced hands might have hung fire for who knows how long? Though indeed there was little to be astonished at if I had read the numerous letters addressed to you from several scores of the most distinguished and successful writers in Great Britain. The public—including many literary men and women—are not generally aware of the difficulty, expense, trouble and loss of time which may be avoided by employing an agent like yourself who really understands the art of getting books

published, and who knows where to go with them. There was nothing very remarkable in the fact that Carlyle's *Sartor Resartus* was so generally declined. I have, within my own experience, known several cases in which works, which eventually sold very extensively, were rejected again and again, till the author, disheartened, ceased to offer them. In every one of these instances an agent, even if he had not secured publication, would have saved the writer that which is the very worst part of every literary life, even for the most successful—the trouble of arrangements.

Yours very truly,

CHARLES GODFREY LELAND  
(Hon. F.R.L.S., A.M., etc.).



From WILLIAM LE QUEUX, Esq.  
Author of 'The Great War in England in  
1897,' 'Zoraida,' etc.

ARDENZA, LIVORNO (Italy),  
December 10, 1900.

DEAR MR. WATT,

I learnt the other day that you intended to re-issue your little book of 'Letters,' therefore I should like to add a word to the note I sent you over five years ago. The amount of one's income is, of course, one's own private affair; but you know mine, and on my part I am well aware that to your constant efforts and kindly guidance I owe all my success. I have told you this more than once during those pleasant chats in your office, and I now put it down on paper.

With kindest regards,

Yours always sincerely,

WILLIAM LE QUEUX.

A. P. Watt, Esq.

From MRS. LYNN LINTON,  
Author of 'Patricia Kemball,' 'Ione,'  
'Paston Carew,' etc.

LONDON,  
Jan. 19, 1893.

DEAR MR. WATT,

I have much pleasure in adding my little word to those of your many other friends, testifying to your knowledge and courtesy and value as a medium between author and publisher. It must give you much gratification to know of the many sincere friendships you have made and the good you have done.

Very sincerely yours,

E. LYNN LINTON.

From W. J. LOCKE, Esq.  
Author of 'The Morals of Marcus Ordayne,'  
'The Beloved Vagabond,' etc.

72 ASHWORTH MANSIONS,  
ELGIN AVENUE, W.  
October 27, 1907.

DEAR MR. WATT,

I have very much pleasure in  
testifying to the excellence of the manner in  
which you have conducted the business I  
have entrusted to your care.

Yours sincerely,

W. J. LOCKE.

A. P. Watt, Esq.

From MESSRS. LONGMANS, GREEN  
AND CO.

39 PATERNOSTER ROW,  
February 16, 1885.

DEAR MR. WATT,

Having now had many transactions with you, we have much pleasure in expressing our sense of the straightforward, accurate, and attentive way in which you invariably conduct your business.

We are, yours faithfully,

LONGMANS, GREEN AND CO.

May 16, 1894.

The above was written nine years ago, and during these years the connection between us has as you know grown, and our transactions have been carried on in a manner which we trust has been as pleasant to you as it has been to us.

LONGMANS, GREEN AND CO.

From GEORGE H. LORIMER, Esq.  
Editor of 'The Saturday Evening Post,'  
Philadelphia, and Author of 'Letters  
from a Self-made Merchant to his Son.'

GRAHAM AND COMPANY,  
UNION STOCK YARDS,  
CHICAGO, ILLINOIS,  
April 14th, 1904.

MY DEAR MR. WATT,

I want to express my great satisfaction with the way in which you have handled our literary by-product. Of course, our hams and canned goods have, for some years, been in evidence on every well-appointed British dining-room table, but it is largely owing to your good offices that the GRAHAM BRAND has found its way, in another form, to the library table, and with such satisfactory results to

Yours very truly,  
JOHN GRAHAM,  
*per* GEORGE H. LORIMER.

Messrs. A. P. Watt and Son.

From GEORGE H. LORIMER, Esq.  
Editor of 'The Saturday Evening Post,'  
Philadelphia, and Author of 'Letters  
from a Self-made Merchant to his Son.'

March 29, 1905.

DEAR MR. WATT,

On my return from Chicago, I find your letter of the 15th on my desk. Of course, I am very much pleased with this final disposition of the Tauchnitz matter, and I have to thank you for another proof of your splendid care of my interests.

Yours very truly,

GEO. H. LORIMER.

Mr. A. P. Watt.

From THE RIGHT HON. SIR JOHN LUB-  
BOCK, BART., M.P., F.R.S., D.C.L.,  
LL.D., etc. (LORD AVEBURY).

Author of 'Ants, Bees, and Wasps,' 'Origin  
and Metamorphoses of Insects,' 'The  
Pleasures of Life,' etc.

LONDON,  
March 15th, 1892.

DEAR MR. WATT,

I have much pleasure in saying  
that you have arranged the publication of my  
*Beauties of Nature*, and some Articles in the  
monthlies, to my entire satisfaction.

I am,

Yours very sincerely,

JOHN LUBBOCK.

From His Excellency the RIGHT HON.  
THE EARL OF LYTTON, G.C.B.,  
etc., H.B.M. Ambassador to the French  
Republic.

BRITISH EMBASSY, PARIS,  
March 6, 1890.

MY DEAR MR. WATT,

To your most efficient services in the only transaction you have as yet undertaken on my behalf, I am indebted not alone for time saved and money made, but also for exemption from the many humiliating torments generally incidental to the commercial experiences of authorship. For all these benefits accept my cordial thanks.

I regard your Agency as an institution of the greatest possible value and beneficence to authors.

Yours faithfully,

LYTTON.



From His Excellency the RIGHT HON.  
THE EARL OF LYTTON, G.C.B.,  
etc., H.B.M. Ambassador to the French  
Republic.

BRITISH EMBASSY, PARIS,  
19th February, 1889.

DEAR MR. WATT,

. . . I have not the least wish to decline, nor any reluctance to accept, whatever arrangement about the *Ring* you have made, or may deem best in the exercise of your judgment and experience. Nor can I too gratefully express my appreciation of the benefit I derive from them, and of the advantageous character of your obliging offer to look after and collect the royalties—a condition which renders any royalty arrangement much more satisfactory to me than it could otherwise be.

I shall be also very glad to place all my literary interest in your hands—as regards past and future work ; but, as there are matters about which I should have to enter

into some detail, I will communicate with  
you further on the subject later on.

Meanwhile, pray believe me,

Your obliged and faithful

LYTTON.

From JUSTIN HUNTLY  
McCARTHY, Esq.

Author of 'The Lady of Loyalty House,'  
'The Dryad,' 'The Illustrious O'Hagan,'  
etc.

'HERDHOLT,'

WESTGATE-ON-SEA,

April 11, 1907.

DEAR MR. WATT,

It is a great pleasure to me to be afforded the opportunity of expressing my lively appreciation of the services you have rendered to authorship in general and my gratitude for the particular services you have rendered to me. Such a literary agent as you are is the literary man's best friend. Your energy, your foresight, your experience, are offered to those who are often very unbusiness-like creatures. The writer who has the advantage of your aid is left free to ply his craft untroubled by those intimate details of affairs which, if essential to his existence, are, if only by reason of the time they demand for their proper fulfilment,

hostile to his work. To have the help, in this regard, of a trained expert is to be allowed an ampler time for work and a serener atmosphere. But if the man of letters is happy in knowing that the practical side of his calling is attended to by one on whose judgment he can peacefully rely, he is also fortunate in finding that the man of business who lightens his chosen task is no machine-minded guide, but a sympathetic friend as well as a judicious counsellor. I can gladly say that while my association with you has been most satisfactory for me financially, I also like to think of it as a real and abiding friendship.

With kindest regards,

Sincerely yours,

JUSTIN HUNTLY McCARTHY.

A. P. Watt, Esq.

From GEORGE MACDONALD, Esq.,  
LL.D.

Author of 'Alec Forbes,' 'Robert Falconer,'  
'Sir Gibbie,' etc.

BORDIGHERA,  
June 10, 1892.

MY DEAR WATT,

I cannot tell how many years have passed, but they must be more than ten, since first you took the weight of business off my shoulders and upon your own, and never have I had any reason but to bless you for it. I cannot well say that I have more confidence in you than ever, seeing that, having known you long before, I never had any doubt; but I may say that I have a great many more grounds of confidence than it was possible I should have then. You have, besides, lavished friendly deeds and kind attentions upon me, for which I thank you heartily. In the hope that my work may prove of some use to the world—and one could ill go on working

without that hope—I may add that it will prove to have been done better and in larger amount through the time and uncongenial thought as well as labour you have saved me. You continue to oil my wheels so well that the whole machine is grateful.

Sincerely your friend,

GEORGE MACDONALD.

From IAN MACLAREN,  
Author of 'Beside the Bonnie Brier  
Bush,' etc.

LIVERPOOL,  
June 24th, 1895.

DEAR MR. WATT,

It is simply an act of gratitude to express my sense of the care and skill with which you manage my slender literary affairs, and my conviction that the wisest thing a new author can do is to place himself in your hands.

Yours faithfully,

IAN MACLAREN.

From the RIGHT HON. D. H. MADDEN,  
P.C., LL.D., Hon. (Dub.) Judge of High  
Court of Judicature (Ireland), Vice-  
Chancellor of the University of Dublin.

Author of 'The Diary of Master William  
Silence : A Study of Shakespeare and  
of Elizabethan Sport.'

NUTLEY,  
BOOTERSTOWN,  
CO. DUBLIN,  
November 13th, 1897.

DEAR MR. WATT,

I have much pleasure in bearing  
testimony to the value of the services which  
you have rendered in the matter of the  
publication of my book.

You have not only relieved me of all  
trouble, but you have made arrangements on  
my behalf which I could not have accom-  
plished by myself.

I regard your Literary Agency as an  
institution of great importance to authors.

Yours very faithfully,

D. H. MADDEN.



From MRS. FULLER MAITLAND,  
Author of 'Pages from the Daybook of  
Bethia Hardacre,' etc.

SLOANE STREET, S.W.,  
November 16th, 1895.

DEAR MR. WATT,

As soon as my new volume is finished, as it soon now will be, I shall commit it to your kind care. It is very agreeable to feel that the writing done, there is nothing more in regard to the book to trouble about. Once my *Bethia Hardacre* was in your hands she seemed to come out with as little friction and as much as a matter of course as do the leaves of Spring. This pleasant experience encouraged me to write again.

With many thanks,

Yours very truly,

ELLA FULLER MAITLAND.

From W. H. MALLOCK, Esq.  
Author of 'The New Republic,' 'Is Life  
Worth Living?' 'The New Paul and  
Virginia,' etc.

BACHELORS' CLUB,  
HAMILTON PLACE, W.,  
November 15th, 1892.

MY DEAR SIR,

Although my experience of the services undertaken by your Literary Agency is thus far slight, it is quite sufficient to give me a very high opinion of their utility ; and also of the manner in which you yourself perform them, in proof of which I trust you will permit me to say that, when the occasion arises, I hope again to have recourse to them.

I am,

Very faithfully yours,

W. H. MALLOCK.

To A. P. Watt, Esq.

From HER GRACE SYDNEY, DUCHESS  
OF MANCHESTER.

THE WOOD LODGE,  
SHOOTER'S HILL,  
KENT,  
May 8, 1896.

DEAR MR. WATT,

It gives me pleasure to express to you my appreciation of the kind interest you have taken in the publication of the *Records of the Life of Sir Arthur Blackwood*. You have saved me all trouble, and the arrangements you have made have been all that I could desire.

I remain,

Sincerely yours,

SYDNEY MANCHESTER.

From MRS. MANN,  
Author of 'The Cedar Star,' 'Mrs.  
Peter Howard,' etc., etc.

SHROPHAM MANOR,  
THETFORD, NORFOLK,  
March 26th, 1904.

DEAR MR. WATT,

I am very glad of the opportunity to assure you of my entire satisfaction with your management of my literary affairs, and to express my appreciation of your unfailing courtesy and prompt attention. It is with me a subject of rejoicing that in those business matters for which my own capacity is so small I can rely with absolute confidence on your judgment and zeal.

For this relief much thanks.

With very kind regards,

Sincerely yours,

MARY E. MANN.

From ARTHUR W. MARCHMONT, Esq.

Author of 'A Dash for a Throne,' 'By  
Right of Sword,' etc., etc.

7 ST. AUBYN'S MANSIONS,

HOVE, BRIGHTON,

Oct. 4, 1901.

DEAR MR. WATT,

In returning you the agreement for the new book, let me take advantage of the opportunity to thank you very cordially for the regard which you invariably show for my interests in these matters. I never conclude any of these arrangements now without congratulating myself upon my own shrewdness in placing all my literary affairs in your hands. Formerly I used to have endless bother and trouble, with generally a bad bargain in the result ; now you have all the trouble and I am always sure the bargain will be a good one for me. The mere saving of labour and worry is in itself a luxury ; but with it have come also the material advantage of a most satisfactory increase in income, and the infinite comfort of the

assurance that in all literary affairs I can  
rely upon having the patient interest of a  
friend combined with the cool, level-headed,  
shrewd advice of a man of business.

Yours sincerely,

ARTHUR W. MARCHMONT.

From  
SIR CLEMENTS R. MARKHAM, K.C.B.  
President of the Royal Geographical Society  
and of the Hakluyt Society. Author of  
'The Fighting Veres,' 'The Paladins of  
Edwin the Great,' etc.

21 ECCLESTON SQUARE, S.W.,

12th Jan., 1898.

DEAR MR. WATT,

The value of such an agency as  
you are so ably conducting, to authors, is  
incalculable ; and I feel it to be incumbent  
upon me to express my warmest thanks for  
the pleasant way in which you conducted the  
business that I requested you to take charge  
of, without causing me the slightest trouble,  
and to my entire satisfaction. Such an  
agency is the greatest boon that could be  
conferred upon authors, but it is not always  
that so much ability and tact can be secured  
for its conduct.

Believe me ever,

Yours very truly,

CLEMENTS R. MARKHAM.

A. P. Watt, Esq.,  
Hastings House.

From CHARLES MARRIOTT, Esq.

Author of 'The Column,' 'The House  
on the Sands,' etc.

3 PORTHMINSTER TERRACE,

ST. IVES, CORNWALL,

March 24th, 1904.

DEAR MR. WATT,

I gladly take this opportunity to thank you for what seems to me about the best gift one man can make to another—freedom from anxiety.

Since you took over the management of my work I have more money in my pocket ; but beyond this immediate and solid advantage of your help as an agent, I value the feeling of security brought by the knowledge that my affairs are in the hands of a man able to deal with all the delicate situations which may lie between the MS. and the cheque. One good result of your friendly services could be expressed in actual



figures, but I doubt if I or any other writer could properly estimate the more important obligation.

With kindest regards,

Believe me,

Yours very sincerely,

CHARLES MARRIOTT.

From LEONARD MERRICK, Esq.

Author of 'The House of Lynch,' 'Whispers  
about Women,' etc., etc.

DEAR WATT,

It gives me much pleasure to say here what I have often said elsewhere—that if your commission were twenty per cent., instead of ten, it would be no more than your services are worth. The literary market, I think, is the only department of life in which one may profit easily by the experience of others, instead of paying heavily for one's own. But one must know the way—and it is down Norfolk Street to Hastings House. The whole being greater than the part, the knowledge possessed by your firm of the market's conditions is greater than the knowledge possessed by any one of the multifarious authors whom you have represented for so many years. To be your client is to have the benefit of the accumulated knowledge. It is also to have one's interests advanced by a constant attention which an artist

himself could never devote to his business without neglecting his art. I don't know any new note to voice in the pæan that has been addressed to you, but I do know an instructive anecdote that I am glad to tell.

Once there was a novelist who found it almost impossible to place his short stories. They did not deal with the 'Missing Jewels,' the 'Anarchist's Bomb,' or the 'Night in the Tunnel.' Naturally, English magazine editors rejected them. When it is said that he did not even rewrite the tale of the young girl in humble circumstances marrying the rich young man whose strong arm had snatched her from death as she lay before the prancing horses in the picture, it will be seen that there remained scarcely a class of paper in Great Britain for which his fiction was eligible. So the novelist abandoned short story writing, admitting that he lacked the necessary gifts.

This is where the 'Moral' begins to shine. He put his highly unremunerative affairs in the hands of a firm of agents, to whom he had been recommended in the

first instance by Mr. Andrew Chatto. By the way, that a firm of agents, admired by authors, should be recommended by a publisher has always seemed to me a striking testimonial to the tact and fairness with which that firm conduct their very delicate negotiations. I will not pad by describing the profound relief of the new client at having shifted his commercial worries on to other men's backs ; he embraced the 'Ideal.' I won't dwell on his elation as he reflected that, instead of losing time, patience and opportunities, he had nothing to do but find fault with his agents ; the pure refreshment of the thought was alone worth ten per cent. And I will say very little of the kindness that was shown to him, the generosity, of the remarkable acts of good feeling by which his business representatives made themselves his personal friends ; these things are outside the anecdote.

One day the novelist, to whom short story writing had been useless, received through his agents a commission to write

a short story for an editor who was officially cold to the strong arm snatching the young girl from death, and who declined to purchase 'Missing Jewels,' an 'Anarchist's Bomb,' or a 'Night in a Tunnel.' The agents had bought a copy of one of the novelist's books and taken it to this editor to read. Soon afterwards they communicated an offer from him for six short stories. Next, they forwarded his proposal for a dozen. In fine, they obtained from one cultured London editor, and another, commissions for the novelist to write short stories continuously for two years—and placed the whole heap of stories in American magazines, besides.

The agents are, of course, Mr. A. P. Watt and his indefatigable sons, and the novelist is,

Most gratefully,

LEONARD MERRICK.

SAVAGE CLUB,  
November 12, 1907.

From HENRY SETON MERRIMAN,  
Esq.

Author of 'The Sowers,' 'With Edged  
Tools,' etc.

THE REFORM CLUB,  
October 20th, 1896.

MY DEAR MR. WATT,

It gives me great pleasure to add my testimony to that of older and better men. There are two drawbacks to a literary life : the knowledge that one's work is not what it should be, and the suspicion that one is not selling the work, such as it is, to the greatest possible advantage. In taking entire management of my literary affairs, you have removed that unpleasant suspicion, and my only regret is that I did not take the advice of a mutual friend and seek you sooner.

With kind regards to yourself and your son,

Believe me, dear Mr. Watt,

Yours very truly,

HENRY SETON MERRIMAN.

A. P. Watt, Esq.,  
Hastings House.

From MESSRS. METHUEN AND CO.

ESSEX STREET, STRAND,

May 10, 1894.

DEAR MR. WATT,

On sending you the agreements, duly signed, we are glad to take the opportunity of testifying to the exceedingly pleasant relations which have existed between us for several years. We have done a considerable amount of business with you, and we have no hesitation in saying that we have been quite satisfied with the results. With every hope that the relations may continue, we are, yours faithfully,

METHUEN AND CO.

From J. G. MILLAIS, Esq., F.Z.S.

Author of 'A Breath from the Veldt,' 'Life  
and Letters of Sir J. E. Millais, Bart.,  
P.R.A.'

MELWOOD, HORSHAM,

April 8th, 1900.

DEAR MR. WATT,

I am most grateful to you for lifting such a heavy weight from my shoulders in the relation to the disposal of my work, for, like most authors and artists, I detest anything connected with business. In future I trust that our intercourse may be as pleasant as it has been during the past year. The burden of others does not seem to disturb your equanimity, so I fear that, however great your work may be, the authors at any rate will have no pity on your Atlas-like task.

Yours sincerely,

J. G. MILLAIS.



From F. FRANKFORT MOORE, Esq.

Author of 'I Forbid the Banns,' 'Phyllis of  
Philistia,' 'The Sale of a Soul,' etc.

AUTHORS' CLUB,

July 1st, 1896.

DEAR MR. WATT,

You ask me if I am satisfied with the result of your latest negotiations on my behalf. My reply is that I am more than satisfied. Multiply by ten all the good things that your other clients have said about you, and you will get within reasonable distance of what I should like to say on the subject of your value to authors. The conditions which I was, unfortunately, compelled to lay down for the issue of my last novel were such as to almost preclude the possibility of its appearance in serial form. You will recollect I told you so when we were discussing the subject ; and yet, before three weeks had passed, you had obtained its acceptance in a quarter to which I would

never have thought of applying. I must confess that I felt as amazed at your success in this matter as I did at the result of your American negotiations for the serial rights of my short stories and their appearance in a volume.

I only wish that I had accepted the advice of my friend Mr. Anthony Hope Hawkins, and had placed my affairs in your hands years ago.

I am, dear Mr. Watt,

Yours very sincerely,

F. FRANKFORT MOORE.

A. P. Watt, Esq.

17 PEMBROKE ROAD,  
EARL'S COURT, W.,  
Dec. 18.

MY DEAR WATT,

Just a line to acknowledge receipt of the satisfactory termination of the . . . incident. I feel more strongly than ever that without your tact and perseverance I should have been quite lost in this transaction, and close upon 500*l.* the poorer. No other person could have done for me all that you have accomplished in this and a dozen other transactions.

. . . . .  
With renewed thanks,

Ever yours truly,

F. FRANKFORT MOORE.

From ARTHUR MORRISON, Esq.

Author of 'Tales of Mean Streets,'

'A Child of the Jago,' etc.

SALCOMBE HOUSE, LOUGHTON,

November 14th, 1895.

DEAR WATT,

Certainly, if my testimony can be of any value to you, it is at your service. You have not only relieved me of the trouble and difficulty of dealing with Editors and Publishers, but you have done the work with a completeness and a satisfaction to all parties that I myself could never have achieved. Moreover, in regard to American and Colonial publication, you have managed things whereat alone I could merely have blundered ineffectually, and then at a great cost of time and worry. Relief from the troubles of business at the hands of such a man as yourself is a blessing to be valued.

Yours very truly,

ARTHUR MORRISON.

From HENRY NEWBOLT, Esq.  
Author of 'Admirals All,' 'The Island Race,'  
etc.

23 EARL'S TERRACE, KENSINGTON, W.,  
23rd July, 1899.

DEAR MR. WATT,

It is a pleasure to me to add one more to the long list of witnesses to your skill and usefulness. Of all the 'time and labour saving machinery' invented this century, I suppose none deserves the name more truly or works more smoothly than that which you place at the service of your clients. May I long be one of them.

Yours gratefully,  
HENRY NEWBOLT.

A. P. Watt, Esq.

From SIR GEORGE NEWNES, BART.  
Of 'The Strand Magazine,' 'The Westminster Gazette,' etc.

SOUTHAMPTON STREET,  
STRAND, W.C.,  
29th Dec., 1892.

DEAR SIR,

I am glad to be able to inform you that I find your Literary Agency very useful. It is an excellent and very convenient means of communication between the sellers and the buyers of Literary Work. I have from time to time bought some very successful stories through you, and hope to do so often in the future.

I am,

Very faithfully yours,

GEORGE NEWNES

A. P. Watt, Esq.

From J. SHIELD NICHOLSON, Esq.,  
M.A., D.Sc.

Professor of Political Economy in the University of Edinburgh, Author of 'A History of Political Economy,' 'Money and Monetary Problems,' etc.

UNIVERSITY OF EDINBURGH,  
17th February, 1892.

DEAR MR. WATT,

My only regret, in reference to your management of my literary affairs, is that I had not availed myself of it sooner. You have made better bargains for me, with wonderful promptitude, and, above all, you have saved me a vast amount of trouble and irritation. You have already many testimonials in praise of your dealings in Fiction ; I am glad to bear witness that you are equally at home in arranging for works in such a solid subject as Political Economy.

Yours very truly,

J. SHIELD NICHOLSON.

From ARTHUR H. NORWAY, Esq.

Author of 'Parson Peter,' 'Highways and  
Byways of Cornwall and Devon,' etc.

16 SOMERSET ROAD, EALING,  
November 22nd, 1900.

DEAR MR. WATT,

When I came to you, I was rather friendless in the world of letters, and had a mind not a little ill at ease. Before I left you, that same day, I knew that I had found a kind adviser and a shrewd friend. Certainly from that day to this I have had no doubt that I shall get for my work whatever it may be worth, whether that be much or little ; and I am thoroughly content with all that you have done for me.

What gives me especial confidence in your advice is, that you do not hesitate to uphold the publisher on those occasions when the author desires too much of him. You help those to be fair who have not



enough experience to know how. Few  
people wish for more, I think.

With kind regards,

I am, yours very sincerely,

ARTHUR H. NORWAY.

From MRS. OLIPHANT,  
Author of 'The Chronicles of Carlingford,'  
'A Country Gentleman,' etc.

THE CRESCENT, WINDSOR,  
May 11, 1886.

DEAR MR. WATT,

I have much pleasure in saying that in the as yet very slight business you have been so kind as to manage for me, all has been most promptly, kindly, and pleasantly done, and I hope I may have further experience of the same friendly services.

Very truly yours,

M. O. W. OLIPHANT.

From OLIVER ONIONS, Esq.  
Author of 'The Compleat Bachelor,' etc.

BAILDON,  
YORKSHIRE,  
March 28th, 1904.

DEAR MR. WATT,

It is a pleasure to me to be able to express openly what has, I think, been understood between us for some time—my indebtedness to you for the way in which for nearly five years you have transacted my literary business for me. Previous to that time I had had, as an artist and illustrator, some acquaintance with the world of publishers and editors, which included at least two 'artistic agents'; and as far as these last were concerned, the gratification of knowing that agency was a good thing theoretically was about as much as I got out of it. From the very beginning of my connection with you, however, the arrangement has been profitable to me; and if this is mentioned before the pleasantness of our dealings, it is only because one comes to

regard unvarying courtesy and the willingness to oblige as things to be taken for granted. I do not think I could have been better represented, either in this country or in America ; and I hope to continue to be so represented during many years to come.

Yours very truly,

OLIVER ONIONS.

From the BARONESS ORCZY,  
Author of 'The Scarlet Pimpernel,' 'I Will  
Repay,' 'Beau Brocade,' etc.

November 22nd, 1907.

CLEVE COURT,  
MINSTER,  
KENT.

DEAR MR. WATT,

I am very pleased to think  
that I at last made up my mind to put my  
literary affairs in your hands.

The manner in which you have con-  
ducted the business which I entrusted to  
your care has been eminently satisfactory to  
me, and I feel that it is a great comfort to  
have an able business man to guide one  
through the financial paths of a literary  
career.

Yours sincerely,

EMMUSKA ORCZY.

A. P. Watt, Esq.

From LLOYD OSBOURNE, Esq.  
Author of 'The Money Box,' 'The Wrecker,'  
etc., in collaboration with ROBERT LOUIS  
STEVENSON.

BOHEMIAN CLUB,  
SAN FRANCISCO,  
April 5th, 1904.

MY DEAR MR. WATT,

I am delighted to add my name  
to the host of the grateful, and to say how  
pleased I have always been with the services  
you have rendered on my behalf. You have  
gained me editors and cheques out of the  
void, and enhanced my income from rights  
I had previously despised !

Believe me, with gratitude and esteem,

Yours most sincerely,

LLOYD OSBOURNE.

From SIR GILBERT PARKER, M.P.

Author of 'Pierre and His People,'  
'The Seats of the Mighty,' etc.

7 PARK PLACE,

ST. JAMES'S, S.W.

MY DEAR WATT AND SON,

I have this to say: courtesy, wisdom, vigilance and care have always marked your dealings with me, and in my behalf. You know the pitfalls that beset the young author, and you warn and protect him—you 'blaze' a trail for him. You have knowledge of the hospitable openings for his work, and you act the gentle herald and 'show the gentleman in.' To the established and successful author you are a blessing in no disguise; to the struggler, if you believe in him, you offer (as the people of the streets say) 'the glad hand.' Your original belief and subsequent negotiations, extending over four years just past, have not been without profit and commendable advantage to one who is delighted to sign himself,

Always sincerely yours,

GILBERT PARKER.

From MAX PEMBERTON, Esq.

Author of 'The Iron Pirate,' 'The Little  
Huguenot,' etc.

ABERDARE GARDENS,  
WEST HAMPSTEAD, N.W.,  
January 21st, 1896.

MY DEAR WATT,

In acknowledging the generous proposals you name in connection with 'Christine' and Australia, will you allow me to take this opportunity of thanking you very sincerely for the many good things I owe to you? There is an art of reading, as well as an art of thinking and of writing, as the venerable Isaac reminded us. I am convinced, however that the art of the Literary Agent is greater than these. And this is an art in which you have no rival. For my part, I feel that the terms in which I am able to speak of the admirable work you have done for me must at any time look



shabby, compared with the terms you have  
obtained for me from publishers.

My dear Watt,

Your sincere and obliged

MAX PEMBERTON.

To A. P. Watt, Esq.

From  
WALTER HERRIES POLLOCK, Esq.  
Sometime Editor of 'The Saturday Review.'

ATHENÆUM CLUB,  
Nov. 1895.

DEAR MR. WATT,

It is a great pleasure to me to have the opportunity of telling you not only that I have heard 'golden opinions' as to your conduct of what must be in its nature a trying and delicate business, from all my most valued confrères in literature, but also that I hope you will kindly do for me what you have done for my many friends. And as a postscript to this letter—which was written originally some time ago—pray let me thank you sencerely for all that you *have* done for me.

Yours very truly,  
WALTER HERRIES POLLOCK.

From SIR E. J. POYNTER, BART.

President of The Royal Academy,

Author of 'Lectures on Art,' etc.

28 ALBERT GATE, S.W.,

December 2, 1897.

MY DEAR SIR,

Allow me to thank you for the satisfactory manner in which you have carried through the negotiations for bringing out a new edition of my *Lectures on Art*. Everything has been done promptly and without friction, and you have saved me the distasteful business details of such negotiations.

Yours very faithfully,

EDWARD J. POYNTER.

From ('Q') A. T. QUILLER COUCH, Esq.  
Author of 'Noughts and Crosses,' 'The  
Splendid Spur,' 'Dead Man's Rock,'  
etc.

FOWEY, CORNWALL,  
July 5th, 1892.

DEAR MR. WATT,

All that you have done for me  
has been done promptly and efficiently. Also  
you have begun to introduce agreeable sur-  
prises into the commercial history of my  
writings. I hope that we may have many  
more dealings together.

Believe me, yours very truly,

A. T. QUILLER COUCH.

From JULIAN RALPH, Esq.

Author of 'Alone in China,' 'People We  
Pass,' 'An Angel in a Web,' 'Dixie,'  
'On Canada's Frontier,' 'Our Great  
West,' 'The Sun's German Barber,'  
etc.

70 HOLLAND ROAD,  
KENSINGTON, W.,  
LONDON, June 17, 1899.

MY DEAR MR. WATT,

You are so wonderful a boon to  
the men and women who write that I am  
surprised to find publishers joining with us  
in your praise. I hope it is a sign of the  
millennium. I heartily subscribe to all that  
is set down between these covers regarding  
your skill and assistance to those who write  
for the public. I often wish I had gone to  
you ten years earlier—until I stop to consider  
what a care it would be to have the wealth  
I would have amassed by this time. As it is,  
I feel ten years younger now that I have come  
to you. You take the place of the commer-  
cial instinct which most writers lack, and you

add a second right hand to one's working equipment.

Yours sincerely always,

JULIAN RALPH.

From WALTER RAYMOND, Esq.

Author of 'Gentleman Upcott's Daughter'  
'Tryphena in Love,' 'Two Men o'  
Mendip,' etc.

SUTHERLAND HOUSE, PRESTON,

YEOVIL,

13th July, 1899.

DEAR MR. WATT,

I thank you very much for the pains you have taken in the management of my literary affairs.

It has been a great relief to me, because, knowing nothing of publishing business and its ways, I used to give myself a deal of needless worry and anxiety.

Of this you have relieved me. You have also shown me distant sources of income from my work of which I was formerly unaware.

I feel quite sure that any writer must find it to his advantage to avail himself of your experience and act upon your advice.

Believe me,

Yours very sincerely,  
WALTER RAYMOND.

From MRS. BAILLIE REYNOLDS,  
Author of 'The Man Who Won,' 'Thalassa,'  
'Broken Off,' etc.

7 LADBROKE GARDENS, W.,  
November 4th, 1907.

MY DEAR MR. WATT,

I should like to write you a word of thanks. It was a fortunate day for me when Miss Beatrice Harraden urgently recommended me to put my affairs into your hands. Since then not only has my income steadily increased, but I have been saved endless correspondence, anxiety and worry.

I wish particularly to express my appreciation of the personal interest you take in your clients, and the wonderful way in which you seem to hold in your mind all the threads of my various engagements.

With thanks for much kindness,

Believe me, dear Mr. Watt,

Sincerely yours,

GERTRUDE M. BAILLIE REYNOLDS.

A. P. Watt, Esq.



From MORLEY ROBERTS, Esq.  
Author of 'King Billy of Ballarat,' 'Red  
Earth,' etc.

AUTHORS' CLUB,

S.W.,  
2. 8. 97.

DEAR MR. WATT,

I think I ought to tell you that I have come to the conclusion that a man who writes cannot really be said to exist without an Agent. This opinion is the result of great experience in mismanaging my own affairs. But since you have had charge of them I have almost felt it possible to forget I had any business at all.

Thanking you for your energy and courtesy, and for your possession of faculties which are only rudimentary in myself,

Believe me,

Yours very sincerely,

MORLEY ROBERTS.

A. P. Watt, Esq.

From W. CLARK RUSSELL, Esq.

Author of 'The Wreck of the Grosvenor,'  
etc.

BATH, 15th April, 1892.

MY DEAR WATT,

You have now professionally represented me for five years, and during this time you have done for me so very much better than I should have been able to do for myself, that when I come to review the past and consider how greatly I am indebted to you, I find myself at a loss to adequately express what I feel and what I want to say in a letter. You have opened new sources of income to me, you have multiplied my professional opportunities, the old price I put upon myself you have taught me to understand was quite too modest by simply doubling it. What more can I say? You relieve me from a hundred petty vexations and minute and quite worthless troubles and anxieties. This part I may claim to peculiarly appreciate, owing to the delicate state of my

health. May our relations long continue,  
and may our friendship be lasting.

Yours sincerely,

W. CLARK RUSSELL.

From  
GEORGE AUGUSTUS SALA, Esq.

For many years special correspondent of  
'The Daily Telegraph,' etc.

BRIGHTON,  
Wednesday, April 19th, 1894.

DEAR MR. WATT,

It is but an act of simple justice that I should make personal acknowledgment of the energy, discrimination, and tact which you have displayed as my business-agent, and of the brilliant success which has attended your negotiations with publishers with respect to the copyrights of my works. It has been often said that men of letters are not, as a rule, men of business. On that point I have my doubts. I have been in business myself for a good many years, and I can call to mind many eminent literary friends and acquaintances who were remarkably keen hands at driving a bargain ; but, at the same time, I freely admit that it is an inestimable boon to an author to be spared the worry, the anxiety, and the loss of time in-

separable from questions of pounds, shillings,  
and pence ; and such a boon is undoubtedly  
conferred on your clients by your skilful  
promptitude.

Believe me to be,

Faithfully yours,

GEORGE AUGUSTUS SALA.

From Miss ADELINE SERGEANT,  
Author of 'The Story of a Penitent Soul,'  
'Christine,' etc.

LONDON,  
October 31, 1893.

DEAR MR. WATT,

I write to thank you very cordially for the wise and kindly help you have been giving me in my literary affairs, and which I hope you will continue to give. You have been successful in arranging for me a very complicated piece of business, which I feel I should never have had patience and ability to bring to a satisfactory conclusion, and I am exceedingly obliged to you. I hope we shall have many more such dealings together.

With many thanks, I am,

Sincerely yours,

ADELINE SERGEANT.

From MISS UNA L. SILBERRAD,  
Author of 'The Success of Mark Wyngate,  
'Petronilla Heroven,' etc.

BUCKHURST HILL,

ESSEX,

March 24, 1904.

DEAR MR. WATT,

I should like to thank you for the trouble you have taken in my affairs, for the advice you have occasionally given me, and for your general management of my business, which has been incomparably better than my own could have been.

Personally I do not think there can be two opinions about the advantage of a literary agent, at all events for a woman, more especially if she is able to feel about him as I have always felt about you.

Truly yours,

UNA L. SILBERRAD.

From W. F. SMITH, ESQ.  
Fellow and late Lecturer in Classics,  
St. John's College, Cambridge.

LUCERNE,

May 12, 1893.

WHEN, as a *tiro* in publishing, I entertained the notion of bringing out my translation of Rabelais, I was advised by Mr. Walter Besant to seek the assistance of Mr. Watt. I naturally followed the advice of so experienced and sagacious a guide, and I certainly have had reason to be grateful both to my adviser and to Mr. Watt. All trouble in the matter of printing and publishing was practically taken off my hands, save the absolutely necessary work of correcting proofs : all suggestions which occurred to me were carefully entertained and, if practical, carried out with a machine-like regularity. All my wishes were fulfilled and almost foreseen, and the laborious process of bringing out two large octavo volumes lightened in a manner that was most welcome



to me. Indeed, I consider it owing to Mr. Watt's care and vigilance that it was possible for me to complete this task in combination with somewhat heavy duties in College, hampered as I was by the serious drawback of weak eyesight.

W. F. SMITH.

From MESSRS. SMITH, ELDER AND CO.

15 WATERLOO PLACE,  
LONDON, S.W.,

July 8th, 1895.

DEAR SIR,

We have for some years past had business relations with you as the representative of many well-known authors, and we have always found it easy to conduct such business through your agency. Your habit being to state clearly at the outset the terms you ask on behalf of the author, we have realised at once what the author has wanted, when it is not difficult to see how far it is possible for us to meet his views.

We are, dear Sir,

Yours faithfully,

SMITH, ELDER & CO.

A. P. Watt, Esq.

Hastings House,

Norfolk Street, W.C.

From J. A. SPENDER, Esq.

The Editor of *The Westminster Gazette*, and  
Author of 'The Comments of Bagshott,'  
etc., etc., etc.

45 SLOANE STREET, S.W.,  
March 20, 1908.

DEAR MR. WATT,

I must send you one word of thanks for your aid in the producing of my little book, which, but for you, would probably never have had any existence outside the files of a newspaper. I hope this will not lie too heavily on your conscience, but in any case I am most grateful. Authorship is robbed of many of its terrors when you are at hand to help.

Believe me,

Sincerely yours,

J. A. SPENDER.

From FRANK R. STOCKTON, Esq.  
Author of 'Rudder Grange,' 'The Lady or  
the Tiger,' etc.

CONVENT STATION, N.J.,  
Feb. 27, 1894.

DEAR MR. WATT,

I write to-day—not on business—but to thank you for the interest and ability you have shown in placing some of my stories for publication in England, simultaneously with their appearance in this country. Such simultaneous publication secures to an American or English author a much greater remuneration for his work than if it were published exclusively in one country or the other ; and it would be impossible to effect satisfactory arrangements for such publication without the employment of an agent in that country in which the author does not reside.

Consequently, my dear Mr. Watt, I am very glad that I have been able to put into your hands the English publication of the

stories which you have so successfully placed, and for which you have secured for me the full benefit of the International Copyright Law.

Allow me to add that I am grateful to you for the kind and friendly manner in which you have conducted all the affairs which I have placed in your hands.

Yours very sincerely,

FRANK R. STOCKTON.

From HALLIWELL SUTCLIFFE, Esq.

Author of 'Mistress Barbara,' 'A Bachelor  
in Arcady,' etc., etc.

CLOVELLY, March 26, 1904.

DEAR MR. WATT,

I hope you will let me rid my conscience of a burden that has troubled it for some time past. Authorship is a difficult craft at all times, and I want to acknowledge my debt to you for ridding me, once and for all, of an incidental hardship—I mean, the worry of placing work. As a nightmare that goes with the dawn, this seems to have been lifted from me, and I am proportionately grateful.

And not only this. In the things that are nearer to one than freedom from mere business worry, I have found your advice a great help. I think you understand how to get the best, in the best sense of the word, out of an author.

Believe me, dear Mr. Watt,

Sincerely yours,

HALLIWELL SUTCLIFFE.

From 'ANNIE S. SWAN'  
(MRS. BURNETT-SMITH),

Author of 'Aldersyde,' 'Gates of Eden,'  
'Maitland of Laurieston,' 'Who shall  
Serve?' etc.

HAY GREEN,  
LYE, STOURBRIDGE,  
July 27th, 1892.

DEAR MR. WATT,

I have carefully read the agreement, and I must again thank you for having secured so many benefits.

I wish I could make you understand what an immense relief it is to me to feel my interests so safe in your hands.

I trust our business connection may be long as well as pleasant and profitable to both.

With kind regards,

I am,

Yours sincerely,

ANNIE BURNETT-SMITH.

From MISS ELLEN TERRY,  
Author of 'The Story of My Life,' etc.

215 KING'S ROAD,  
CHELSEA.

May, 1908.

DEAR MR. WATT,

I beg you to accept my hearty  
thanks for your very valuable services in  
managing the publication of my first book.

You have saved me so much trouble, I  
am more than satisfied with the result, and  
I thank you again and again.

Sincerely yours,

ELLEN TERRY.

A. P. Watt, Esq.



From H. C. THOMSON, Esq.  
Author of 'The Revolt of China,' etc.

3 PARK SQUARE WEST,  
REGENT'S PARK, N.W.

January 24, 1904.

DEAR MR. WATT,

Will you forgive me for not having written before to thank you for all the trouble you took about the publication of my book on China? Before it came out I had, as you know, gone abroad, and continual moving and ill-health will, I hope, be my excuse, for I am more than obliged to you, not only for your help, but for the very kind way in which it was given.

To anyone whose work, like mine, takes him to far-away countries, it is an untellable relief to have some one to whom he can send whatever he may write, knowing that it will be looked after quite as carefully and far better than could be done by himself.

I am,

Yours sincerely,

H. C. THOMSON.

From T. S. TOWNEND, Esq.  
London Manager of 'The Argus' and  
'Australasian.'

MELBOURNE, AUSTRALIA,  
BRANCH OFFICE, 80 FLEET STREET,  
LONDON, August 5th, 1892.

DEAR MR. WATT,

For some years I have made purchases through your agency of the serial stories of many English authors, for publication in the *Australasian*.

I can bear testimony to the excellence of your arrangements for supplying newspapers with a class of copy the handling of which requires much knowledge of authors and publishers; and I gladly acknowledge the service you have been able to render to a leading newspaper in Australia.

Yours truly,

THOS. S. TOWNEND,  
*London Manager.*

A. P. Watt, Esq.

From HORACE ANNESLEY VACHELL,  
Esq.

Author of 'A Drama in Sunshine,' 'John  
Charity,' etc., etc.

HURSLEY, WINCHESTER,  
October 13th, 1900.

MY DEAR MR. WATT,

I was once assured by a Person-  
age in the literary world that you and your  
son were able to help those, and those alone,  
who had already largely helped themselves  
to fame and fortune, that you sold success-  
fully goods of established merit. I gladly  
testify that you can and do find a market for  
wares of obscure brand ; and for what you  
have done on my behalf (and for what you  
will do) I can honestly sign myself,

Very gratefully yours,

HORACE ANNESLEY VACHELL.

From MISS MARIE VAN VORST,  
Author of 'The Sentimental Adventures of  
Jimmy Bulstrode,' etc.

4 PLACE DU PALAIS BOURBON,  
PARIS.

December 14, 1907.

MY DEAR MR. WATT,

Our first year's contract is drawing near its close, and I want to write just a little word to say how pleased I am with all you have done for me. You have saved me much trouble and been delightfully quick about everything, and I want to thank you sincerely and express my entire satisfaction. There has been a friendly and a kind attitude in everything you have done which I assure you, even in business relations, is vastly appreciated.

Please accept my best wishes for the holiday season and believe me,

Yours faithfully,

(Signed) MARIE VAN VORST.

From B. L. PUTNAM WEALE, Esq.

Author of 'Manchu and Muscovite,' 'The  
Re-shaping of the Far East,' 'Indiscreet  
Letters from Peking,' etc., etc.

CHINA.

July, 1907.

DEAR MR. WATT,

I would like to say that a year's experience of your agency has convinced me that your services to the author are of the most valuable kind. In the first place, by placing himself in your hands, the writer is freed from the necessity of doing work which cannot but cost time and anxiety ; in the second place the intervention of an expert must do in literature what it does in every other modern field, that is, it produces more satisfactory cash results. I beg to extend to you my warmest thanks for all you have done for an author separated from you by ten thousand miles of

sea, and I sincerely hope that your field  
may be enlarged from year to year.

Believe me,

Yours very truly,

B. L. PUTNAM WEALE.

From STANLEY J. WEYMAN, Esq.

Author of 'The House of the Wolf,'

'Under the Red Robe,' etc.

NEW UNIVERSITY CLUB,

ST. JAMES'S STREET, S.W.,

June 6, 1891.

MY DEAR MR. WATT,

I have signed the papers and returned them. In doing so I gladly seize the opportunity of expressing my cordial appreciation of the tact and skill with which you have brought this matter to a conclusion far more favourable than any I had anticipated.

Left to myself I should have worried my heart out, and let the book go for an old song after all.

I came to you some time ago with a handful of manuscript. The manuscript has since been transferred in a less bulky form to my pocket. For the change I have to thank you and the happy fortune which led me one day to Paternoster Square. What need of more

words? I thank you again, hope you will go  
on enriching me, and remain always,

Yours most sincerely,

STANLEY J. WEYMAN.



From STANLEY J. WEYMAN, Esq.

Author of 'Under the Red Robe,' 'The  
House of the Wolf,' etc.

PLAS LLANRHYDD,

RUTHIN,

Jan. 9th, 1897.

MY DEAR WATT,

Looking at the date of the first letter I received from you, I find that seven years have slipped by since, guided by Mr. Phillipps-Wolley, and on a fortunate day, I found my way to your office in Paternoster Square, where I diffidently placed in your hands a MS. that, like Ulysses, had known many men and cities, and was the shabbier for much voyaging.

Piloted by you, I have since that day travelled as far as the serial Antipodes; I have even, following rosy-tinted hope, taken to the wings, and appeared before the gods of London and New York; nay, thanks to

your skill and experience, I have returned from those distant altitudes, bearing some few locks of the Golden Fleece behind me.

Seriously, looking back on our seven years' connection—and though I have sometimes wreaked a little impatience in a letter and felt the better for it—I find no slightest cause for regret, and very much for which I am grateful to fortune and to you.

Accept my thanks. Moreover, as gratitude implies a sense of favours to come, act for me as ably and kindly in the future as in the past.

With kind regards,

I am, dear Watt,

Sincerely yours,

STANLEY J. WEYMAN.

From RICHARD WHITEING, Esq.

Author of 'The Island,' 'No. 5 John  
Street,' etc.

45 MECKLENBURGH SQUARE,  
BLOOMSBURY,

July 6, 1899.

DEAR MR. WATT,

The essential service you render to the author—at any rate, the one you have rendered me—is that you give him perfect detachment of mind for his work. I cannot carry my own wares to market : it is quite enough to produce them. If I attempted the two things, I should find that I had lost the time for the one and boggled the other. The division of labour tells in this craft, as in all else.

And it is something to be represented in the market by one who is no higgler, but who has a due sense of the buyer's position as well as of the seller's claims.

For all these reasons I subscribe myself,

Your grateful servant,

RICHD. WHITEING.

From  
LIEUT.-GENERAL SIR FRANCIS  
WINGATE, R.A., K.C.B., D.S.O.,  
AND  
SIR RUDOLPH SLATIN PASHA,  
K.C.M.G.

Authors of 'Fire and Sword in the Sudan.'

INTELLIGENCE DEPARTMENT  
EGYPTIAN ARMY, CAIRO,  
30th June, 1895.

DEAR MR. WATT,

I have frequently felt grateful to the friend who mentioned your name to me, and who first told me of the existence of the 'Literary Agent.'

Being abroad, I found that by placing the arrangements for the publication of Slatin Pasha's experiences in your able hands, instead of negotiating direct with English and Continental publishers, you saved both him and myself much worry and correspondence, and you have on all occasions given us very valuable advice.

I have therefore much pleasure in adding, *in conjunction with Slatin Pasha, our small share* to the many excellent credentials you already possess.

Believe me,

Yours very sincerely,

F. R. WINGATE.

From MISS DOLF WYLLARDE,  
Author of 'Uriah the Hittite,' 'The Path-  
way of the Pioneer,' 'As You Have  
Sown,' etc.

October 21, 1907.

DEAR MR. WATT,

I thank you very sincerely for the way in which you have handled my work. Having been my own agent for a time I can appreciate the trouble you have taken on my behalf, and wish that it were less. I suppose there is no profession without business details, but the business involved in the production of books threatens, occasionally, to swamp the inspiration. Hence one source of the gratitude with which authors regard you.

Yours very truly,

DOLF WYLLARDE.

From S. LEVETT-YEATS, Esq.  
Author of 'The Honour of Savelli,' etc.

BAREILLY,  
N.-W. P., INDIA,  
6th January, 1897.

MY DEAR WATT,

I am glad indeed to hear that there is to be another edition of the 'Letters to A. P. W.,' and to add my testimony to those of others who have found in you a wise counsellor and true friend in their literary ventures. It was a lucky day for me that led me to Norfolk Street, and wishing 'The House' there all success,

I remain,

Very sincerely yours,

S. LEVETT-YEATS.

From W. B. YEATS, Esq.

Author of 'The Wind among the Reeds,'  
'The Shadowy Waters,' 'The Celtic  
Twilight,' etc.

18 WOBURN BUILDINGS,  
EUSTON ROAD,  
March 24.

DEAR MR. WATT,

I can say still, as I said to you at the beginning, that it is the greatest possible comfort to know that one's agreements can't be lost. I am not certain that I could at this moment find any agreement that came into my possession before you took up my affairs, and I am certain that it would take me several days before I did find it. Besides it is a great comfort to know that even if one's books are not making very much, at all events one's publisher is not making more than his fair share out of them.

You have saved me a great deal of worry and I thank you.

Yours sincerely,  
W. B. YEATS.



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